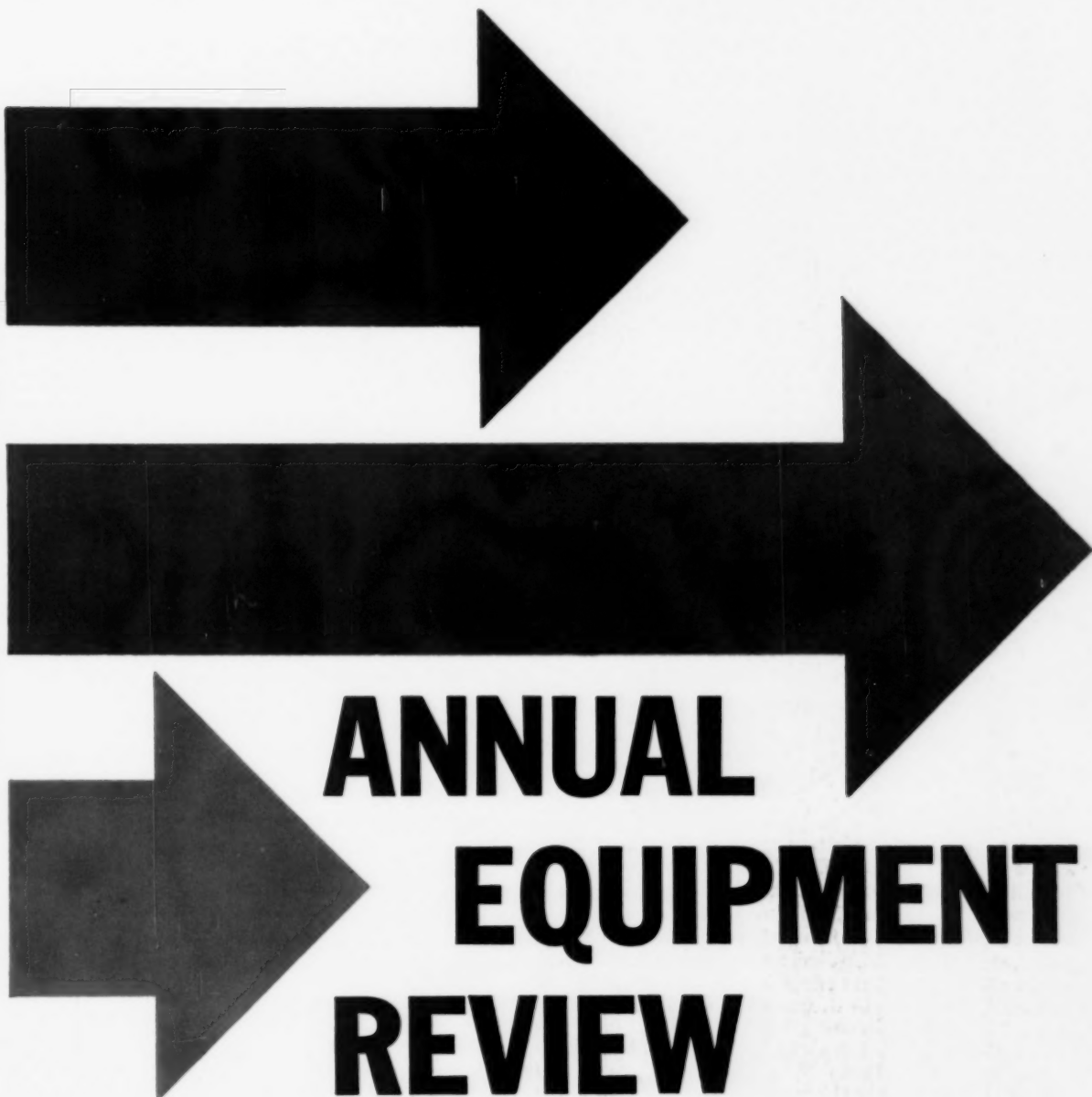


DISTRIBUTION AGE

A CHILTON  PUBLICATION

JUNE 1960

DA INDUSTRIAL TRUCK SPECIFICATIONS



ANNUAL EQUIPMENT REVIEW

For Specifications See Page 59



3 NEW F series ALLIS-CHALMERS LIFT TRUCKS

with new POWER-CRATER engine



Unique crater-shaped piston head in POWER-CRATER engine, built by Allis-Chalmers, sets up violent swirling turbulence, thoroughly mixing fuel and air. Because of this proper mixing, a higher percentage of fuel is transformed into useful energy. Thus, Allis-Chalmers F series lift trucks effect substantial savings in fuel.

POWER-CRATER and POWER-SHIFT are Allis-Chalmers trademarks.

Outstanding working ability and convenience

- Power, balance and weight distribution to climb steep grades
- Roller channel steel masts for smooth, fast lifting
- Simple, "easy-to-turn" steering, one-lever gear shift
- Pivoted steer axle for smoother riding, positive traction
- Comfortably wide, adjustable, ventilated-cushion seat
- Familiar automotive-type controls, key starting switch
- Positive, safe braking — two systems: large two-directional hydraulic brake, mechanical parking brake
- Solid 2" x 5" bar-steel, heavy-duty frame—foundation for long life and dependability
- Easy serviceability—seat tilts up for easy access to engine, clutch change in only 30 minutes, counterweight quickly removed
- Replaceable wet cylinder liners in engine save time and money
- Optional transmissions — standard or POWER-SHIFT drive

Let your dealer show you how new F series trucks do more, save more. Send for new bulletin BU-640. Allis-Chalmers, Milwaukee 1, Wisconsin.

BH-142

ALLIS-CHALMERS



Circle No. 1 on Card, Facing Page 82

POWER FOR A GROWING WORLD

Now! More Pan Am Clipper Cargo Flights every day, every week!

Pan Am ups cargo capacity nearly 100% with more Jets, more cargo-and-passenger planes...and more all-cargo planes than any other over-seas airline!

It's the most *convenient* cargo schedule you'll find. With more flights! More Jets! Giant new DC-7F Clipper* Merchantmen, the world's biggest and fastest all-cargo planes! More and more reasons why your product is always sure to get aboard faster, *abroad* faster by Pan Am — and today, more often than ever, at less than the total cost for surface transportation! Want speed? Want space? *And savings!* Call your cargo agent, freight forwarder or Pan Am office today. Get your shipment *aboard today—abroad tomorrow.*

See what you get —
inbound and outbound!

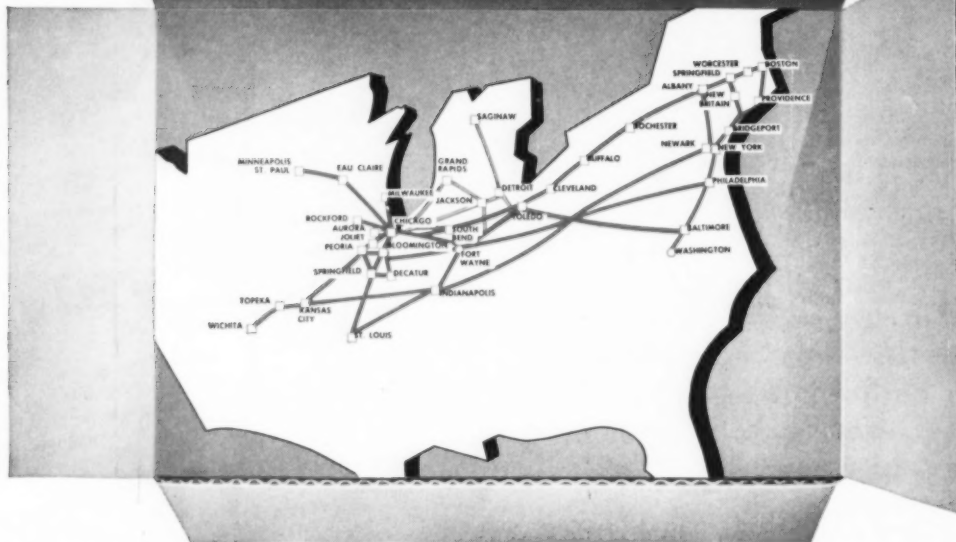


*Trade Mark, Reg. U. S. Pat. Off.

SPECTOR

THE LIFE'S WONDERFUL LINE

daily service between 30,000 of the nation's
key industrial and commercial markets



A complete quality-controlled service on your ltl, volume and truck-load shipments. Every detail—equipment, facilities, methods (and courtesy!)—designed to your expressed and researched recommendations . . . to help you ship more efficiently, more economically.

Phone for Pick-up, Rating or Routing Information Today.

DAILY SCHEDULED SERVICE BETWEEN MORE THAN 30,000 INDUSTRIAL AND COMMERCIAL MARKETS... AND OVERSEAS

SPECTOR FREIGHT SYSTEM, INC. Terminals In: Albany Baltimore-Washington Boston Bridgeport Buffalo Chicago Cleveland Decatur Eau Claire Indianapolis Kansas City Milwaukee New Britain New York Newark Peoria Philadelphia Providence Rochester Rockford St. Louis St. Paul-Minneapolis South Bend Springfield (Massachusetts) Toledo Topeka Wichita Worcester

GREAT AMERICAN TRANSPORT (under Spector Management) Terminals In: Aurora Bloomington Detroit Flint Fort Wayne Jackson Joliet Lansing Pontiac Port Huron Saginaw Springfield (Ill.)

SPECTOR FREIGHT SYSTEM, INC. General Offices: 3100 South Wolcott Avenue, Chicago 8, Illinois



A. W. GREENE, Editor
Robert Warner, Managing Editor
Peter Noone, Assistant Editor
Clara Thompson, Assistant Editor
George Baker, N. R. Regeimbal, R.W.
Crosby, Washington News Editors
Kenneth Rose, Central States Editor
Howard Kohlbrenner, Art Director
Marcus Ainsworth, Statistician

EDITORIAL CONSULTANTS
Leo T. Parker, Legal
M. W. Potts, Handling
D. O. Haynes, Handling
John H. Frederick, Distribution
Robert Gunning, Readability

BUSINESS
KENNETH A. SYFRIT, Publisher
Elmer Dalton, Circulation Manager
George Post, Production Manager

John H. Kofron, Research Director

REGIONAL MANAGERS
EASTERN STATES
H. S. Webster, Jr.
100 E. 42nd St., New York 17, N. Y.
Telephone: OXford 7-3400

CENTRAL STATES
Howard J. Baird
930 Keith Bldg., Cleveland 15, Ohio
Telephone: SUperior 1-2860

MIDDLE WEST STATES
Kenneth A. Syfrit
360 N. Michigan Ave., Chicago 1, Ill.
Telephone: RAndolph 6-2166

SOUTHERN STATES
Harold Mott
189 Meadows Bldg.
Expressway at Milton
Dallas, Tex.
Telephone: EMerson 8-4751

John W. Sangston
911 William-Oliver Bldg.
Atlanta 3, Ga.
Telephone: JACKson 3-6791

WESTERN STATES
Don May
1355 Market St., San Francisco 3, Cal.
Telephone: UNderhill 1-9737

Jack Kay
198 S. Alvarado, Los Angeles 57, Cal.
Telephone: DUinkirk 7-4337

G. C. BUZBY, President
Vice Presidents: P. M. Fahrendorf,
Leonard V. Rowlands, George T. Hook,
Robert E. McKenna; Treasurer, Wil-
liam H. Vallar; Directors, Maurice E.
Cox, Frank P. Tighe, Everitt B. Terhune,
Jr., Russell W. Case, Jr., Charles A.
S. Heinle, John H. Kofron.

Stanley Appleby, Comptroller
Paul Wooton, Washington Member
of the Editorial Board

Executive, Editorial & Advertising
Offices: Chestnut & 56th Sts.,
Philadelphia 39, Pa., SHerwood 8-2000



Accepted as controlled circulation
publication at Philadelphia, Pa.
Copyright 1960 by Chilton Company.
Published monthly. Subscription rates:
U. S. \$10 per year; Canada \$12
per year; Foreign Countries \$15 per
year. Single copies 75c each, except
February Directory Number—\$5 per
copy.

JUNE 1960



Vol. 59, No. 6

ESTABLISHED 1901

JUNE 1960

CONTENTS

FEATURES

Freight Rates and the Weeks and Mueller Reports	Joseph R. Rose	39
This writer appraises standards set forth in reports on minimum, maximum, actual rates		
Conveyors Lead Way for Switch in Plant's Flow Pattern		40
After a check of its warehouse flow, this company switched to conveyors for most handling		
MH Progress Through Obsolescence	D. O. Haynes	42
A frank discussion of container changes, bigger unit loads make up this appraisal of MH		
State Regulation of Industrial Truck Operation		43
This chart lists 47 states and their rules, regulations governing industrial truck operations		
DA Drops in on the Shows		44
A preview of the MHI's regional show in Boston and the Western Packaging & Handling Show		
Literature from the AMA Packaging Show		47
Some of the literature introduced at this year's AMA Packaging Exposition, copies are free		
An Integrated Terminal		54
This waterside terminal uses a trolley crane in place of a derrick boat for all handling		
Stanhaus Calls for New Techniques, Research Agency at TOC Convention		55
New agency could develop vital techniques, research trucking interests without great cost		
AWA Adopts Plan for "Effective" Group		58
Two-year plan for AWA calls for revision of by-laws in preparation for 1962 joint meeting		
Industrial Truck Specifications		59
Compilation of vital statistics concerning the basic models of industrial trucks, tractors		
Powered Non-Lift Platform Trucks		59
Powered Low-Lift Fork or Platform Trucks		60
Powered High-Lift Fork or Platform Trucks		62
Industrial Trucks—Towing Tractor Type		73

DEPARTMENTS

Chuting the News	7	Coming Events	30
Letters to the Editor	12	New Products	48
Washington DA	16	Advertisers' Literature	51
Men in the News	20	Distribution Aids	52
On the Line	23	Within the Law	86
Yakkety Yak	24	Warehouse Spotlight	87



Transportation is our business, and we know that repeat shipments earned by providing thoroughly satisfactory service is the best kind of business.



***Ask us how Seaboard Piggyback
service between North and South
can help you.***

SEABOARD

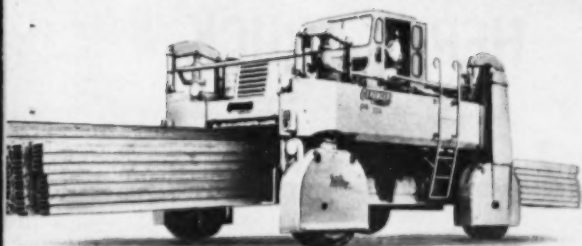
AIR LINE
RAILROAD



THE ROUTE OF COURTEOUS SERVICE

TOWMOTOR-GERLINGER

*offers you three complete
capital-saving services!*



1 YOU LEASE *without down payment!*

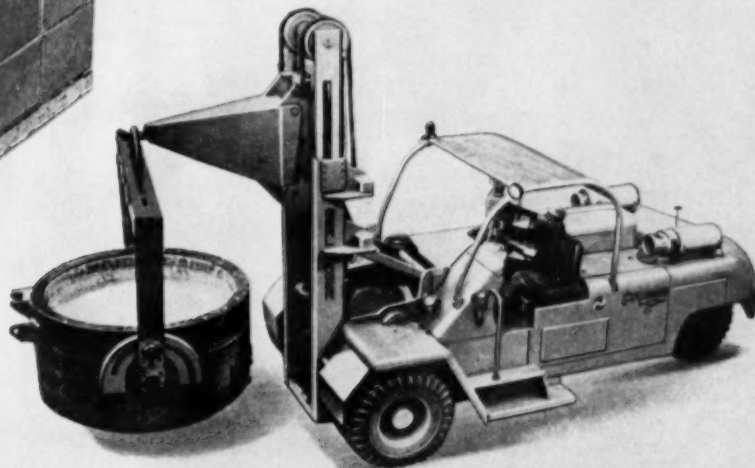
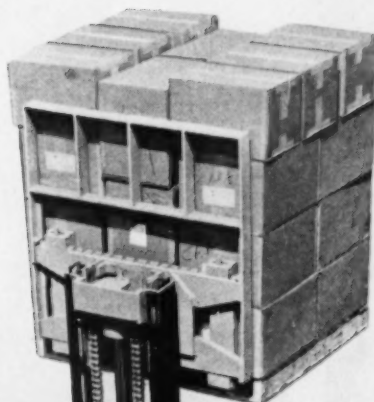
You don't make a *down payment* when you use the Towmotor-Gerlinger Lease-A-Truck Plan. You put T-G equipment to work on a continuous, year-'round basis. You just make a small monthly payment—paid out of savings the equipment produces.

2 YOU RENT *without cash outlay!*

You don't tie up working capital when you *rent* Towmotor-Gerlinger fork lift trucks and material carriers. You put them to work immediately. You start cutting handling costs immediately. Your only cash outlay is one small monthly charge.

3 YOU BUY *and save as you pay!*

You don't pay cash for Towmotor-Gerlinger equipment when you use our low-cost Time Payment Plan. You make reasonable monthly payments. Low interest rates make it easy. Handling economies consistently pay the monthly cost many times over.



Complete factory-supervised maintenance can be included in *any* of the above plans! For complete information, write Towmotor-Gerlinger Rental Division, Towmotor Corporation, Cleveland 10, Ohio.



FORK LIFT TRUCKS, CARRIERS AND TRACTORS SINCE 1919
Gerlinger Carrier Co. is a subsidiary of Towmotor Corporation



Peak delivery periods or emergencies are no problem for the man who uses convenient Hertz Truck Rental Service. At Hertz you'll be able to rent Chevrolet, GMC and other modern, sturdy trucks fast. Vans, stakes, panels and pickups in all sizes are always in readiness. That's because Hertz is America's No. 1 truck rental company with more than 500 truck stations in the U. S. and Canada.

All you need is a driver's license and proper identification—Hertz takes care of the rest. Hertz low rates include insurance... gas and oil (even if you buy it on the road). You can rent a Hertz truck by the hour, day, week or longer.

Even tractors and trailers for local or long haul use may be rented in many cities. Hertz also offers long-term, no-investment, no-upkeep truck leasing for economical year-round operation.



IF "IT" CAN'T WAIT... RENT A HERTZ TRUCK



CHUTING THE



Syfit Is Named Publisher of Distribution Age

G. C. Buzby, president of the Chilton Co., Philadelphia, has announced the appointment of Kenneth A. Syfit, of Chicago, as publisher of DISTRIBUTION AGE, effective June 1.

He will be located at the executive offices in Philadelphia. Succeeding Robert E. McKenna, who has published DA since 1952, Syfit moves up from the position of sales manager.

Before coming to the Chilton Co. seven years ago, Syfit was employed by the DuPont Co. and as an account executive in the advertising agency business.

The new publisher attended Duke University and Goldey College, and attended accelerated courses in sales and engineering psychology sponsored by the Engineering Club of New York.

Syfit is a member of the National Sales Executives Club, the Association of Industrial Advertisers, and the Central States Hardware Association and a former member of the TF Club of Chicago.

McKenna stated that he is relinquishing the position so that as vice president and director he may



devote more of his time to the general development of the parent organization, Chilton Co.

He further stated that Syfit, with his broad engineering, sales, and advertising experience in the related fields of distribution, is well qualified to develop the various facets of DISTRIBUTION AGE.

—DA—

Transportation Group of NRMA Meets, Elects McDougal Chairman

John S. McDougal is the new chairman of the Transportation Committee of the National Retail Merchants Association. The traffic manager of Woodward and Lothrop, Washington, D. C., was elected to a one-year term of office.

Also elected at the Annual Conference was Robert E. Vantine, traffic manager, Bloomingdale's, New York, vice chairman.

Deliveries of new freight cars to the nation's railroads totaled 5950 in March, compared with 5052 in February and 2797 in March 1959.

—DA—

North Atlantic Ports Confer

Safety regulations, port statistics, and fire prevention were among the topics discussed at the recent Annual Meeting of the North Atlantic Ports Association, Inc.

OSITL Picks Slate for 1960; R. A. Boyd Leads as President

New officers of the Ohio State Industrial Traffic League were elected at the League's Annual Meeting, recently. R. A. Boyd, traffic manager, Joy Manufacturing Co., New Philadelphia, Ohio, is the new president.

H. F. Wolton, traffic manager, Woolson Spice Co., Toledo, was elected first vice president; J. W. Lowry, assistant traffic manager, Babcock and Wilcox Co., Barberton, second vice president; G. J. Nowlin, transportation superintendent, National Lead Company of Ohio, Cincinnati, secretary; and R. J. Joyce, gtm, Central Ohio Paper Co., Columbus, treasurer.

(Please Turn Page)

SAM Award to Stanhaus



The 1960 Materials Handling Award of the Society for Advancement of Management was awarded to W. Stanhaus (left), president of Spector Freight System, Inc., Chicago. Shown presenting the plaque to Stanhaus is Warren King, SAM vice president-materials handling.

Chuting the News . . .

(Continued from Preceding Page)

National Highway Users Conference Congress Elects Humphreys Chairman, Calls for Planning

At its Eighth Highway Transportation Congress, the National Highway Users Conference elected H. E. Humphreys, Jr., chairman of the Board of Governors.

He is chairman of the Board, United States Rubber Co. Elected along with Humphreys were Vice Chairmen Arthur M. Hill, director and chairman, The Greyhound Corp., and Herschel D. Newsom, master of the National Grange. Louis J. Taber was renamed secretary-treasurer.

In his acceptance remarks before the congress, Chairman Humphreys spoke of the continuing need for more and better highways and also the part advanced planning plays in reducing highway costs.

Rep. John A. Blatnik, of Minnesota, told the congress that the overhauling of highway legislation will be "a major must project" for the 87th Congress when it convenes in January. He said that such an overhauling is necessary if "we are to prevent what started out to be a highly promising and badly needed highway program from degenerating into an awful mess."

The Conference presented several awards. Six states were presented with awards of distinction for proficiency in showing progress in highway development to the public. The states receiving such awards were Arkansas, Colorado, Indiana, Michigan, New Mexico, and West Virginia.

The coveted Golden Milestone Award, conferred every two years in recognition of meritorious highway reports to the public went to Nebraska and North Dakota. It was the second time in succession that North Dakota captured the award.

—DA—

American Standard specifications for metal drums and pails have been revised to comply with new ICC regulations. These specifications for ten standard steel containers, ranging from 5 to 55 gallons, are covered in a new publication available from the American Standards Association.

—DA—

Forwarder Buys AEL

United States Freight Co. has bought working control of American Export Lines, the line which it has used in some of its international forwarding business.

—DA—

Calif. Gains in Smog Battle

California has signed into effect a law which calls for anti-smog devices to be placed on all motor vehicles within three years of the date that two devices are certified for anti-pollution use.

—DA—

Freight Co. Moves Scoreboard



The scoreboard at Chicago's Comiskey Park, home of the White Sox, was moved from the renovators by Steffke Freight Co. in a 40-ft open-top trailer. A crane lifted it to the scoreboard area well in advance of the season's opener

Annual Meeting of CSTL Elects A. G. Milligan President

The new president of the Chain Store Traffic League is A. G. Milligan. He is traffic manager for Sperry and Hutchinson Co., New York.

The League, at its 21st Annual Meeting voted other traffic men into office. They include G. L. Moran, gtm, Western Auto Supply Co., Kansas City, Mo., chairman-Executive Committee; R. A. Berry, traffic manager, Morgan and Lindsey, Inc., Jasper, Tex., southwestern vice president; G. O. Wilson, gtm, Gamble-Skogmo, Inc., Minneapolis, western vice president.

Also H. E. Chapman, traffic manager, S. S. Kresge Co., Detroit, eastern vice president, and W. F. Nizynski, traffic manager, W. T. Grant Co., New York secretary-treasurer.

RCCC Reaffirms Opposition to Piggy-Back Plans II, III, IV

The Spring Meeting of the Governors of the Regular Common Carrier Conference saw the formation of the Conference's specific opposition to Plans II, III, and IV.

A policy subcommittee is making continued studies into the piggy-back question and will report its findings, possibly, before the next gathering of the Conference. Marvin Blakeney, Jr., vice president of East Texas Motor Freight Lines, Inc., Dallas, heads the committee.

The Fall Meeting will be held in New York at the Waldorf-Astoria from Oct. 17 to 18.

—DA—

Eastern Traffic Women Convene

The first Eastern States Women's Traffic Conference was feted by the Women's Traffic Club of Philadelphia. Mrs. Adele Konefal was elected regional director; Miss Mary Alice Benson, assistant regional director; and Miss Margaret Moore, secretary-treasurer. Four states were represented at the Conference.

Quantity, Value of Industrial Trucks and Tractors Shipped by Producers in U. S.: 1958, 1954

Product code	Product	Total shipments including interplant transfers			
		1958		1954	
		Quantity (number of units)	Value (\$1,000)	Quantity (number of units)	Value (\$1,000)
3565----	Industrial trucks, tractors, total.....	xxx	275,184	xxx	254,822
	Industrial trucks, tractors, trailers, portable elevators, and accessories:				
	Powered trucks and tractors:				
3565011	Trucks (operator walking).....	10,595	20,306	8,452	10,937
	Trucks (operator riding) and tractors				
	Electric (storage battery and gasoline-powered):				
3565021	Fork trucks.....	3,261	14,795	4,205	21,983
3565029	Other industrial trucks and tractors.....	xxx	3,323	797	3,606
	Gasoline:				
3565031	Fork trucks.....	16,386	94,940	17,287	74,102
3565033	Trucks (except fork).....	631	3,358	1,172	6,153
3565035	Tractors.....	2,974	12,769	2,863	4,526
3565041	All other trucks (operator riding) and tractors (including Diesel, compressed-air powered, etc.).....	(NA)	5,544	xxx	2,439
3565051	Portable elevators (stackers) excluding farm.....	2,870	3,771	4,775	3,630
3565081	Parts and attachments and miscellaneous equipment (sold separately).....	xxx	44,703	xxx	61,049
	Hand trucks and trailers (including dollies and platform trucks):				
3565061	Hand lift.....	(NA)	11,581	xxx	11,279
3565065	Other hand trucks and trailers (including two wheel, four wheel, dollies and platform trucks).....	xxx	30,257	xxx	30,927
3565071	Metal pallets and skids (excluding wood and metal combination)	xxx	6,786	xxx	12,924
3565000	Industrial trucks and trailers, not specified by kind.....	xxx	23,051	xxx	11,267

xxx Not applicable.
NA Not available.

USCIBAM--DC

This chart includes the quantity and value of these products reported not only by establishments classified in the Industrial Trucks and Trailers Industry but also by establishments making these items as "secondary" products

NWPM to Meet June 26 in Mass.

The 14th Annual Meeting of the National Wooden Pallet Manufacturers Association will be held at the Chatham Bars Inn, Chatham, Mass., June 26 through 28.

—DA—

Club Briefs

Installation of officers was held recently at the 10th Annual Dinner Meeting of New York Omicron Chapter 42, Delta Nu Alpha.

The International Air Cargo Sales Club of Chicago had Julian D'Esposito, of Container Corp. of America, as its speaker at a recent meeting. He spoke on the advantages of corrugated and solid fibre shipping containers.

The Traffic Club of Denver recently held education night. Dr. Paul T. McElhiney, chairman of the Transportation Department, University of Denver, was the speaker.

The Traffic Club of Houston picked Karen Sanford as Miss Transportation for the group's annual observance of Transportation Week.

A panel discussion on "Sales and Cooperation or Chaos" was the subject at a meeting of the American Society of Traffic and Transportation which was held recently in cooperation with the Sales Executive Club of New York.

Thomas Elected President at ICC Practitioners' Annual Meeting; Relations With ICC Discussed

Starr Thomas is the new president of the Association of Interstate Commerce Commission Practitioners. He was elected at the group's 31st Annual Meeting, recently.

Mr. Thomas is general solicitor for the Atchison, Topeka, and Santa Fe Railway Co. in Chicago. Also elected to serve the practitioners during the year were James K. Knudson, Washington, D. C., secretary, and Harry A. Brashear, adviser to the traffic service of Aerospace Industries Association of America, Inc., Washington, D. C., treasurer.

New regional vice presidents were elected. They are Lawrence Peterson, gtm, Eastern Gas and Fuel Associates, Boston District 1; David G. Macdonald, attorney, Washington, D. C., District 3; E. B. Ussery, Columbia, S. C., District 5; R. Wray Henriott, general attorney, Louisville and Nashville Railroad Co., Louisville, Ky., District 7; and Harold E. Spencer, attorney, Chicago, District 8.

Also Edmund A. Nightingale, University of Minnesota, Minneapolis, District 9; Bruce W. Russell, traffic manager, Service Pipe Line Co., Tulsa, Okla., District 11; Fred H. Booth, general freight agent, Denver and Rio Grande

—DA—

Western Railroad Co., Denver, District 13; and H. O. Berger, traffic consultant, Seattle, Wash., District 15.

During two days of meetings, the practitioners discussed the legal problems which arise from coordination of transport, use of cost evidence, Suspension Board procedures, and transportation and the next decade.

(Please Turn to Page 26)

—DA—

Construction contracts have been completed on 5997 miles of the National System of Interstate and Defense Highways at a cost of \$2.51 billion, since July 1, 1956.



THE NEED TO KNOW...

Everyone in the TIME organization — and this adds up to better than a thousand dedicated people — is *trained*, trained with the latest audio-visual or on-the-job techniques.

Why should this matter to you?

Only for one reason — it means that each and every step your freight goes through, from pickup to delivery, is supervised by a TIME employee who knows *EXACTLY* what to do.

Pay off?

You bet it does, it pays off in dependability all the way along the line, a dependability that made TIME the nation's *first* scheduled carrier . . .

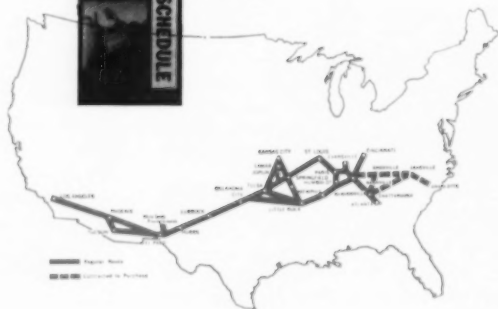
A dependability that still makes TIME the nation's *only* all scheduled carrier.

Ship via TIME for scheduled service to 35 states!

THE BIG STORY:
the way TIME does things!



the
Scheduled
transcontinental
motor
carrier.



T.I.M.E.

INCORPORATED

General Offices: P. O. Box 1120, Lubbock, Texas

Terminals: Atlanta • Cincinnati • El Paso • Evansville • Hobbs • Humboldt • Joplin • Kansas City • Little Rock • Los Angeles • Lubbock • Memphis • Nashville • Oklahoma City • Paris, Tenn. • Phoenix • Springfield • St. Louis • Tucson • Tulsa

Call Stations: Jackson, Tenn., Ph. 2-1606 • Las Cruces, N. M., JA 6-2249 • Carthage, Mo., FL 8-4622 • Neosho, Mo., GL 1-2442

Sales Offices: Washington, D. C. — 112 Professional Bldg., Courthouse Sq., Arlington 1, Va., JA 7-6242 • New York — 521 5th Ave., New York City, OX 7-2189

A NEW HIGH...IN VALUE
A NEW LOOK...IN STYLING
A NEW LOW ...IN PRICE

AUTOMATIC'S *Gas Operated* **LIFT TRUCKS**

VALUE PLUS—Automatic's simplified power package offers the ultimate in high operating efficiency, low cost of operation, and maximum safety. A gas engine and variable voltage generator, precisely matched, supply exact power to the electric drive motor...no clutch or hydraulic torque converter to cause trouble or worries. Here are a few of Automatic's plus value features:

- Operates on 25 to 30% less fuel
- 50% longer hydraulic pump life
- Oversize brakes last up to 30% longer and are adjustable without removing wheels
- Longer-life, advanced-design roller mounted uprights
- Ventilated exhaust dispels fumes
- New 3-way adjustable seat increases driver efficiency—reduces fatigue

MODERN STYLING—New orange and blue color combination. Automatic's new special high visibility safety orange adds another safety plus feature to your plant, while its new royal blue color accentuates the truck's low center of gravity and high stability.

THE PRICE IS RIGHT—No longer a premium-priced truck, but priced competitively with trucks which use hydraulic torque converters.



CAPACITIES: ▲
 3,000 to 10,000 lbs.
 with cushion tires.

CAPACITIES: ▼
 3,000 to 8,000 lbs.
 with pneumatic tires.



AUTOMATIC TRANSPORTATION COMPANY
 Division of The Yale & Towne Manufacturing Company
 115 West 87th Street, Dept. H-OA, Chicago 20, Ill

FIRST IN IMAGINATION
FIRST WITH REALITY

**LEARN MORE ABOUT
 AUTOMATIC'S COST-CUTTING
 LIFT TRUCKS**

Please send me complete details about
 Automatic Gas-Operated, Electric-Driven
 Lift Trucks, in capacities
 of _____ lbs. _____ lbs. _____ lbs.

NAME _____

FIRM _____

ADDRESS _____

CITY & ZONE _____ STATE _____

Circle No. 3 on Card, Facing Page 82, for more information

LETTERS TO THE EDITOR

Working Tool

To The Editor:

In reply to our request, you were kind enough to send us two copies of the Container Selection Slide Rule which appeared in the Feb., 1958, issue of DISTRIBUTION AGE. We are wondering now if it would be possible to purchase four more copies of this Slide Rule? Our warehouse personnel has found that it is an invaluable "working tool" and, if at all possible, we would like to give each of our foremen a copy.

Sincerely,
M. M. Hamilton

Dixie Warehouse & Cartage Co.,
Louisville, Ky.

There are still a few reprints of this slide rule available if any other DA Readers desire them. For copies, write to me.—The Editor.

Damage-War Leadership

To The Editor:

We find your article on Page 37 of the April issue, entitled "Needed—

leadership in the war on damage," by Boris P. Rosanoff, extremely interesting.

Would it be possible to obtain about 25 reprints of this article for our use?

Very truly yours,
Charles H. Black
Sales Promotion Manager
Metal Edge Industries,
Barrington, N. J.

Reprints of this article are available and requests are being filled as they come in.—The Editor.

Picture Too Broad

To The Editor:

Your "The Inside Study of How an Industry Moves" (May 1960, Page 48) is a story with a misleading headline. While this industry-wide moving information was worthwhile, it was not half as good as a real close-up view of one industrial company moving. That is what I expected to read.

With all of the moving of entire plants by different companies, surely there would be great interest in a story of how this type of move—both

plant and personnel—is carried out. Why can't we have this type of story?

Yours truly,
Harry Rogers
Boston, Mass.

Our use of the word "industry" referred to an entire industry rather than one company. However, your suggestion of a one-company study has considerable merit and will be considered for a later issue.—The Editor.

New at Long Beach Harbor



The 74-ft mural with reflection pool is one aspect of Long Beach Harbor's new administration building. Scenes in the mural depict the development of the Harbor along with historical California background

RELAX—When Moving Company Personnel



GIVE THE JOB TO
ATLAS VAN-LINES

Employee satisfaction and morale are important... your local Atlas Agent can relieve you and the employee of many worrying details. He's willing to accept responsibility, he has the facilities; packing, storage and other necessary services. His service is economical... one move or many moves, you can always Relax with Confidence.

Relax! Call Your Local Atlas Agent... he's listed in the yellow pages of your local phone book.

ATLAS

VAN-LINES, INC. General Offices: Evansville, Indiana
single line and nationwide • moving • storage





The map tells the story—almost every strategic business center in Mid-America enjoys the benefits of Illinois Central Piggy-Back service. In addition, many communities fanning out from these points are serviced directly through our over-the-road truck operations.

Illinois Central Piggy-Back service is constantly on the move—85 ft. flat cars that carry two full-size trailers are now available to us through the Trailer Train Company. This arrangement enables us to provide extended and more flexible service. It also simplifies exchange with other railroads and expedites delivery.

ILLINOIS CENTRAL RAILROAD

Main Line of Mid-America





Drewrys takes pride in the appearance as well as the performance of its Mack fleet. B-61ST models haul GCW loads of 72,000 lbs. on high-speed toll-road runs.

At Drewrys

Truck appearance, too, is good for business

"We not only count on our trucks for top-notch performance, but use them to help create a favorable impression for our product with customers and prospective customers," says an executive of Drewrys Ltd., U.S.A., Incorporated, of South Bend, Indiana. "Macks' rugged, honest, businesslike appearance and outstanding performance record fit the bill exactly."

And there's a big dollar reason, too, behind Drewrys' choice of Macks. Says Fleet Manager K. W. Riffel, "Ours is an 'arrive—unload—load—and on the road again' type of operation. We're expanding territories... and at the same time trying to keep

costs down. Our Mack trucks supply the dependability needed to maintain schedules day after day and still give us maximum fuel and maintenance economy. After more than 150,000 miles per unit, we are averaging 6.5 to 7 mpg with maintenance of only one cent per mile, including oil and filters."

Drewrys' profitable experience with Macks is right in line with similar reports from all over the country, and results from the different way in which Macks are built. A Mack truck is a quality vehicle. It is not just Mack-assembled—it's Mack-built. Mack manufactures its own engines, axles,

transmissions, cabs, and other components. Every vital part is built by Mack for Mack trucks alone... Mack quality features consistently produce superior performance and balance-sheet savings. So why not put Macks to work in your operation? Your Mack branch or distributor is the man to see. Mack Trucks, Inc., Plainfield, New Jersey. Mack Trucks of Canada, Ltd., Toronto, Ontario.

7724



MACK
FIRST NAME FOR
TRUCKS



Why Users Prefer Electric Trucks Powered by Gould Batteries

LOWER OPERATING COSTS. Battery-powered electric trucks save in the three most important areas of cost breakdown: maintenance, fuel and depreciation. They effect economies so substantial that the overall cost per ton-mile is less than half that of other types of trucks.

LESS MAINTENANCE. Simpler construction, fewer moving parts and vibrationless rotary motion of the electric motors make minimum repair and replacement self-evident.

QUIET, CLEAN, AND SAFE OPERATION. Electric trucks greatly reduce noise levels, make work conditions more pleasant. Electric trucks do not smoke, drip engine oil, or have an exhaust to stir up dust. Finally, electric trucks are entirely safe, can be used in dangerous atmospheres.

Electric truck users generally agree on one other point, too—Gould Batteries for longer life. With the vital new Silconic Plate, Gould Batteries offer up to 25% longer life through prevention of grid corrosion, the most common cause of battery failure.

Join the list of users who prefer this ideal combination of electric trucks and Gould Batteries for modern, efficient materials handling. For more information, write or call your local Gould representative. Ask for booklet "Why We Use Battery-Electric Industrial Trucks." Gould-National Batteries, Inc., Trenton 7, N. J. In Canada, write to Gould-National Batteries of Canada, Ltd., 1819 Yonge Street, Toronto, Ontario.

More Power to you from **GOULD**

Circle No. 5 on Card, Facing Page 82, for more information



WASHINGTON

By Neil R. Regeimbal, *Chilton Washington News Bureau*

OPPOSE HOURS COVERAGE—Shippers are asking Congress not to extend the maximum hours provisions of the minimum wage-hour law to carriers. Legislation, now pending in Congress and with a fair chance of passing, would remove the exemption of carriers from the maximum hour provision. This would make present wage structures derived by collective bargaining unworkable; precipitate industry strife, and create added shipping expense, the National Industrial Traffic League recently told the House Labor Committee studying the proposal.

URBAN EXPRESSWAYS SAFE—Administration plans to cut city expressways out of the interstate highway construction program have been dropped. Strong support for continuing to include them in the program from congressmen and large shippers triggered the change.

STUDY TRUCK-RAIL SUIT—The U. S. Supreme Court will be the final referee in the 1956 public relations fight between 24 Eastern railroads and a group of 40 Eastern trucking companies. The high court has agreed to review a lower court ruling ordering the railroads to pay \$652,000 in damages to the truckers. Damages were awarded after the lower court ruled the railroads had violated the antitrust laws by conspiring to try to destroy the truckers. The Supreme Court will hold hearings on the case in its term which begins next October.

SECOND ICC PROBE—The ICC, already investigating itself, is now under study by the U. S. Budget Bureau. This latest study, by a private business consulting firm, is interested in the steady rise in expenses and personnel at the Commission. Budget request for next year is \$20.5 million, compared to \$17.4 million in 1958.

CHARGE SHIP ANTITRUST VIOLATIONS—A congressional committee is charging widespread violations of the shipping and antitrust laws by ship companies, many under dual rate systems. The charge is made by Rep. Emanuel Celler, D., N. Y., who says hearings by his House Antitrust Subcommittee last fall turned up 57 possible violations of the antitrust laws and 141 possible cases of illegal rebates and other shipping act violations. He says Justice Department and Federal Maritime Board officials have made some progress toward clearing up the situation.

STUDY ROBOT SHIPS—A fleet of American "Flying Dutchmen" may some day ply the high seas, running for a month or more between ports without a crew. The Norden Division of United Aircraft Corp. has been awarded a contract to study the possible methods and practicality of developing a system whereby a merchant ship would sail by automatic and electronic means without a crew from the time an outbound pilot is dropped until the inbound pilot picks up the ship.

LIMIT JOINT RATES—The ICC has sided in favor of the railroads in the bitter fight over joint rates between the rails and water carriers. The Commission indicates it won't order rails to set up joint rates unless the water carriers can show costs low enough to justify a differential. The ruling came in a dispute involving Seatrain Lines Inc. and several Eastern railroads over rates on pulpboard from Georgia to New York. Railroads had cut their rate, and Seatrain sought a joint rail-water rate even lower. This was not ordered, but ICC did not throw out altogether the principle of compulsory joint rates.

IMPROVE PLANE LOADING—Douglas Aircraft Co. researchers have come up with what they term a new and more efficient, standardized, system for loading palletized cargo aboard transport planes. The need for better practices has increased with the advent of larger cargo craft. The study covers mechanized systems for low-floor, rear-loading planes, and high-floor, side-loaders too. Two standard size pallets make the best use of space in the greatest number of plane types: 7 by 10 ft, and 5 by 7 ft. Details are available from the Office of Technical Services, Washington 25, D. C., in publication PB 161294 (\$2.50).

LIMIT IRREGULAR AIRLINES—Legislation to again permit the Civil Aeronautics Board to limit the type and extent of services which some irregular air carriers may provide is being studied in Congress. Senate Aviation subcommittee held hearings on the measure in late May. It was requested by the CAB after a federal court of appeals ruled that present laws do not permit the agency to continue issuing some temporary certificates for supplemental air service. Outlawed were those which permitted limited operations by irregular airlines without specified terminal or intermediate points.



Clark parts being loaded for air shipment — five minutes from the Clark Central Parts Depot.

Photo courtesy of United Air Lines

~~DOWNTIME~~

Costs start climbing the minute a fork truck goes out of service. The national average for truck downtime is conservatively estimated to be \$16.48 per hour. An important reason why fast, qualified parts service is essential.

It's why Clark dealers offer you the largest inventory of parts in the industry. It's why Clark maintains a 16,000 mile private wire communication system. It's why Clark has built a multi-million dollar parts warehouse near Chicago's Midway Airport.

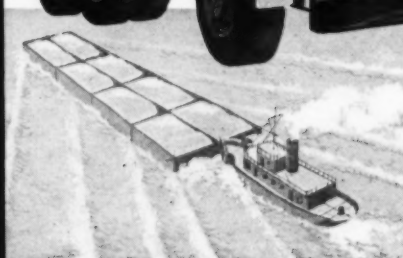
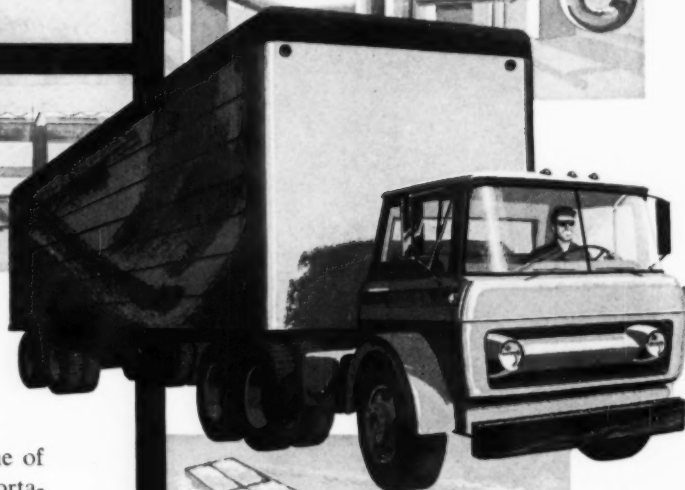
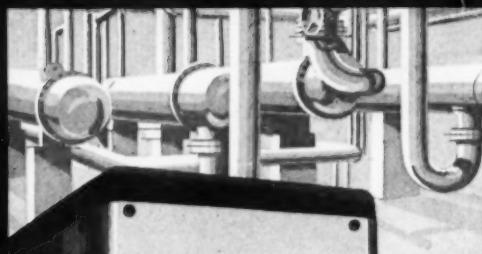
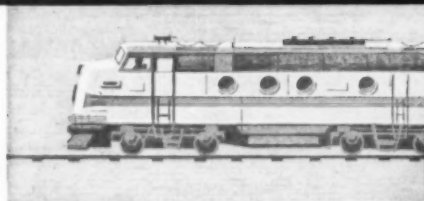
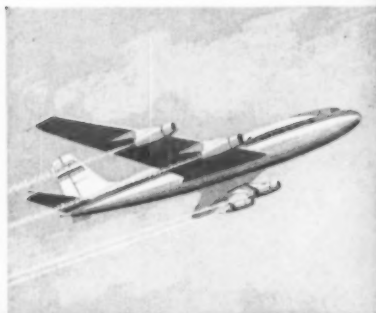
Everything in the Clark service system is geared to speed. Vital materials handling equipment must be back on the job *fast!* To assure you of fast service Clark provides you with over 117

service facilities throughout the nation . . . each carrying a complete parts inventory. To back this up, the Clark Central Parts Depot maintains an inventory of over 5 million parts . . . emergency parts that can be air-shipped to any part of the country in a matter of hours. *Only* Clark offers you this service.

Want to see how it's done? A colorful brochure and a film strip describing this service system are available through your local Clark dealer. You'll find him listed in the yellow pages under "Trucks, Industrial." Or, if you prefer, write direct to: Clark Parts Service, Clark Equipment Company, Battle Creek, Michigan.

**CLARK®
EQUIPMENT**

BACKBONE OF DEFENSE!



America is strong for many reasons. One of the most important is its marvelous transportation. Bridging vast distances, city to city and market to market, putting remote areas on Main Street, our water, air, pipeline, rail and highway transportation are the best in the world. The bulwark of our peacetime economy, they also are essential to our defensive strength in a troubled world. Within transportation, a major force is the trucking industry — No. 1 mover of tonnage in the U. S.—with more than 11,000,000 trucks and trailers unique in flexibility and mobility. Trucks deliver the goods, peace or war, wherever there are roads . . . and sometimes where there are none.

AMERICAN TRUCKING INDUSTRY

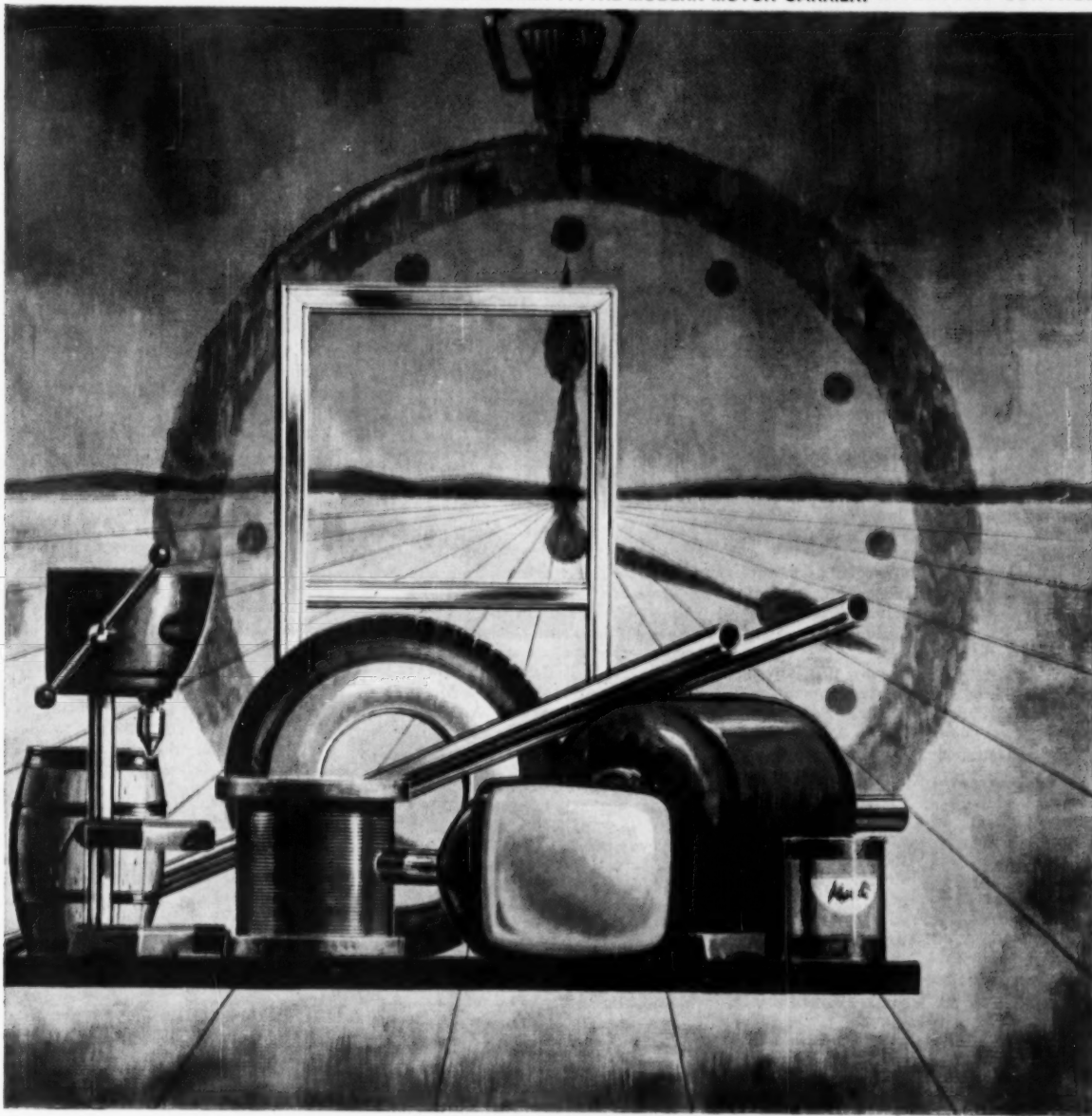
American Trucking Associations, Inc., Washington 6, D. C.



THE WHEELS THAT GO EVERYWHERE



CLOSING THE DISTANCE BETWEEN MATERIALS AND MARKET... THE MODERN MOTOR CARRIER: INVENTORY CONTROL



Where did the time go? How to gain hours to cut production lead times—keep inventories fluid—distribution solid? Facilities for *controlled shipping* by Eastern Express permit tighter delivery schedules and more flexible flow of goods. Your firm can enjoy direct-to-destination delivery minus needless delays. That means reduced transit time, more rapid turnover for Eastern shippers.

Eastern
EXPRESS, INC.

"The motor carrier with more go-how"™



**Eastern go-how
keeps goods moving**

TL and LTL delivers to any point on the map—economically, on-time.

Direct, thru-trailer service—one pickup, no stopovers, no "break-bulk" enroute, lower handling cost.

Modern data processing and communications systems to speed up paperwork—help shippers keep tabs on inventories—provide positive control all the way.

GENERAL OFFICES: 1450 WABASH AVENUE, TERRE HAUTE, INDIANA • Connecting the Eastern Seaboard with the Industrial Midwest:
Akron • Baltimore • Bethlehem • Boston • Bridgeport • Chicago • Cincinnati • Cleveland • Columbus • Dayton • Evansville • Ft. Wayne
Harrisburg • Indianapolis • Metuchen • New York City • Philadelphia • Pittsburgh • Providence • St. Louis • Trenton • Zanesville

Men in the News

Traffic

Marshall M. Parkhurst—promoted to general traffic manager of International Harvester Co., Chicago.



Fellowship in Executive Development.

Harold E. Duffy—named general traffic manager; Allan R. Wycoff—traffic manager-rates; William M. Kicher—traffic manager-mill service; and Roger A. Yaple—special assistant to the general traffic manager, the New York & Pennsylvania Co., Inc. Traffic Department headquarters will be at Johnsonburg, Pa.

Alfred J. Kneessy—to fill newly created job of manager-transportation planning and control; Oliver P. Kidder—traffic manager, Brown & Williamson Tobacco Corp., Louisville, Ky.



C. M. Thomas—appointed director of sales-special services for The Greyhound Corp. He will include the direction of package express in

his new duties.

Edward T. Stanton—appointed service and traffic manager by Edwards Co., Inc., Norwalk, Conn.

Frank W. Dalglish—becomes Pacific Coast traffic manager, Boyle-Midway Division, American Home Products Corp. His office will be in Los Angeles.

James C. McQuaid—new traffic and distribution manager for the W. J. Voit Rubber Corp., Los Angeles.

Donald W. Crane—appointed traffic manager, Toilet Articles Division; Wesley Morrow—rate analyst of the Toilet Articles Traffic Department; Samuel Siegel—manager of passenger traffic; and Harold Ward—new traffic manager of the Jersey City Toilet Articles Plant, Colgate-Palmolive Co.

Rex N. Miller—named to new position of western traffic manager, Reynolds Metals Co., with office in Los Angeles.

Clifford F. Rickel—becomes general traffic manager of the Sheffield Division, Armco Steel Corp., Kansas City, Mo.

Miss Edith H. Cockrill—newly appointed examiner for the ICC.

John B. Carnahan—traffic manager for H. J. Heinz Co., has been selected by Massachusetts Institute of Technology for an Alfred P. Sloan



company.

Floyd T. Neubauer and Roger W. Holden—have joined management consultant firm of Cresap, McCormick and Paget in Chicago.

Des Goodwin—newly appointed corporate traffic manager, Burroughs Corp., Detroit. He succeeds T. W. Kimmerly who retired after 41 years with the

Transportation—Air

Alvin E. Levenson—cargo manager of KLM, received the 1960 Air Cargo Man of the Year award from the Air Freight Forwarders Association.

Ross Angier—named director, Distribution Consulting Service; John Kersey—director, Commercial Air-freight Sales; and A. S. Carota—director, Forwarder and Interline Air-freight Sales, American Airlines.

—Highway

Charles F. Holsclaw—named ATA field service representative for Arizona, Colorado, Idaho, Montana, Utah, and Wyoming.

G. W. Clark—new director of public relations and advertising for Pacific Intermountain Express, Oakland, Calif.

Fred Burke—promoted to manager of operations, Spector Freight Systems, Inc., Chicago.

Richard Eicher—named manager of the Seattle Terminal of Denver Chicago Trucking Co., Inc.

S. M. Christovich—new director of operation for the Common Carrier Division, Ryder System, Inc.

—Rail

Anthony F. Arpaia—named vice president-international services; Robert Adler—named manager, coordinated traffic development, Railway Express Agency, New York.



Amos A. Berkley (left) and Leslie I. Varner (right)—elected vice presidents of North American Car Corp.

Charles R. Lewis—becomes manager of sales for the Sparton Corp.

R. P. Tallman—general freight traffic manager of the Gulf, Mobile & Ohio Railroad, Mobile, appointed to the Board of Directors of The Associated Traffic Clubs of America.

—Water

S. Sloan Colt—re-elected chairman of The Port of New York Authority.

Materials Handling

George A. Jones—new general manager of The Colson Corp. plant at Jonesboro, Ark.

Jack B. Trussel—named sales manager of Mobilift Co., new materials handling division of Minneapolis-Moline Co., Hopkins, Minn.

Sheldon K. Towson, Jr.—elected general manager; Peter Roberts—appointed advertising manager of The Elwell-Parker Electric Co., Cleveland.



Newcombe C. Baker, Jr., (right) and J. Henry Brown (left)—promoted by Yale Materials Handling Division, The Yale & Towne Manufacturing Co. Baker is manager of marketing services. Brown is advertising, publicity and sales promotion manager. Their headquarters is in Philadelphia.

Edward W. Haskell—new sales manager of Truck-Man Lift Trucks, Jackson, Mich.

Elmer J. Dunham—pioneer in the materials handling field, retires from Clark Equipment Co., Battle Creek, Mich.



George W. Green (right)—appointed advertising and sales promotion manager of Hyster Co. Walter A. St. Clair (left)—named sales manager of Hyster's Industrial Truck Division. The company is located in Portland, Ore.

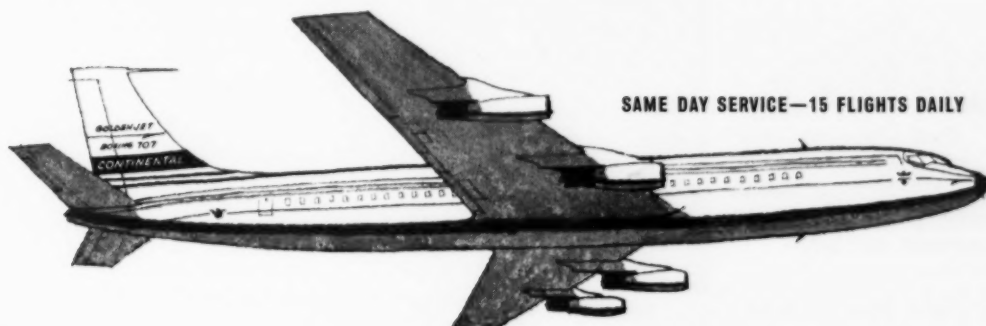
Paul A. Fisher—chief engineer of Louisville, Ky., operations of Anacanda Aluminum Co., named general chairman for the Technical Conference to be held during the MHI Central States Show.

Robert E. Brooker, Clarence E. Killebrew, Walter E. Schirmer, and John R. Wood, Jr.—elected directors of Clark Equipment Co., Buchanan, Mich.

Eric Rice—elected vice president of Stokvis-Multiton Corp. His office will be at Port Washington, N. Y.

Only on Continental—most experienced jetline in the West!

THE MOST PURE JET CARGO FLIGHTS BETWEEN CHICAGO AND LOS ANGELES



SAME DAY SERVICE—15 FLIGHTS DAILY

Golden Jet Boeing 707s serve Denver and Kansas City, too!

Even *people* can't travel between Chicago and Los Angeles any faster than your cargo can—on Continental's 600-mile-an-hour Golden Jet transports. The reason?—a cargo schedule just as convenient as a jet-age passenger schedule! Goods are *delivered* the day they're *shipped*.

Giant-size doors on the Golden Jet open into a giant-size cargo hold. Your goods—small or large—board gently and travel in heated, pressurized, jet-smooth comfort—just as *you* would if you were a passenger upstairs. Perishables, critical compo-

nents, deadline merchandise, arrive when they must—on time.

Continental's jet-power cargo fleet also includes the only Viscount IIs in the nation, and serves twenty-three cities in the West and Southwest. To find out how to put this jet-power fleet to work for your company, contact your airfreight forwarder or write Mr. Lee Slay, Director of Air Cargo Sales, Continental Airlines, Stapleton Field, Denver 7, Colorado.

New! Low deferred freight rates now available between Chicago, Kansas City, Denver, Los Angeles.



YOUR *Kansas City Branch*



BROKERS BUILDING



SECURITY BUILDING



TERMINAL BUILDING

CHECK THESE ADVANTAGES

Modern Buildings
Choice Locations
Low Insurance Rates
Responsible Management
Spacious Switch Tracks
Ample Truck Loading Doors
Streamlined Handling Equipment
Pool Car Distribution
Local and Long Distance Trucking
Railway Express—Parcel Post

COMPLETE BRANCH HOUSE FUNCTIONS

including:

Receiving	Invoicing
Storing	Sight Drafts
Marking	Collections
Weighing	Stock Control
Reconditioning	Inventories
Shipping	C. O. D.
Freight Prepayments	

Why spend valuable time and money organizing privately managed branch house facilities?

Why pay for fixed branch house overhead, when you can't use it?

Years of experience have enabled us to create a comprehensive service—broadened in scope to a point that it includes all of your branch house functions, except selling. A service that measures up to your most exacting requirements—yet is so flexible that it can be instantly expanded or contracted to fit your current needs as they may vary from month to month or year to year. A service that grows and goes along with your business and provides real economy on a per package per month basis.

Investigate this sound, simple and economical way to bring your products into this great buyer's market. We invite your inquiries. No obligation, we assure you.

If you have a warehousing and distribution problem, do not hesitate to consult us. We are in a position to give you valuable assistance establishing such facilities at all key points throughout the country.

A NEW FACILITY OUR OWN PRIVATE TEAM-TRACK

Pool car shipments are transferred directly from cars to our own fleet of motor trucks for immediate delivery to your customers in Kansas City and points nearby. Another convenient and economical service.



WAREHOUSING • DISTRIBUTING • FINANCING

Crooks Terminal Warehouses, Inc.

1104 UNION AVENUE, KANSAS CITY 1

CHICAGO 7—433 W. HARRISON ST. NEW YORK 16—15 E. 40TH ST.

General Office: 5967 West 65th St., Chicago 38, Ill.

Associated with Overland Terminal Warehouse Co., 1807 E. Olympic Blvd., Los Angeles 21
Members of the American Warehousemen's Association

On the Line—



The Hard Way

About 18 months ago, a reader asked for help with a materials handling problem. Actually, it was not one problem. It was a series of problems, too complex to answer by mail.

We wrote this reader, recommending either the hiring of a full time materials handling engineer or a consulting engineer.

Six months later we were in that reader's city. Curious as to how this problem was solved, we 'phoned him. We learned that the problem was unsolved but he was working on it.

He had called in two consultants. He asked each to submit a proposal. They looked over the plant and said it would take two or three weeks. They asked for a fee to cover this work. We thought that was fair. Our reader did not.

By this time, he had picked up enough general information to believe he could handle the problem himself. He called in six or seven material handling equipment salesmen and asked for ideas and costs. He said he was trying to decide between their recommendations.

Months passed before we returned to that city. Again, we 'phoned him.

We learned that the problem took so much time that he hired a materials handling engineer to carry on. Some equipment was bought and in use but the results were below expectation. We thought he was blaming us.

He asked us to come to the plant and talk to the engineer. We went and found a mess.

First, the engineer told us that his boss chiseled on every detail. He bought three fork trucks, for example, on the basis of average weight handed instead of maximum. It turned out that service demands remained in the maximum expected, and sometimes higher.

As a result, there were mechanical failures and safety slow-downs. All good fork trucks include an overload safety factor in their ratings—but not 120 per cent!

The engineer showed us a conveyor setup that he cautioned us to observe at a distance. There were no guard rails at turns, no controls at intersections, the electric motors were below safe load ratings. And so on.

We saw the boss before we left. We agreed

that improvements were needed, but that the engineer had them figured out. We suggested that his recommendations be followed.

A day or two after we returned from that trip, we had a visitor. It was the engineer. He said that, after getting blamed for a couple of accidents, he quit. On the day he left, the union threatened a strike if some safety changes were not made. They called in the state safety inspector.

Our reader obviously tried to save money on this big materials handling installation. But chiseling is the hard way.

"Just a Minute"

Telephoning is a fast way of giving and receiving information. It also can be the hard way. It all depends on the people who answer their 'phones.

One morning, recently, we placed a call from a 'phone booth. The telephone operator at the company we called said the man we wanted was busy. Would we wait? We said we would.

Minutes went by. It was obvious that the operator forgot us. We jiggled the hook. The dime dropped.

We tried again. And again, the line was busy. Would we wait? This time we asked to speak to the man's secretary.

We got her. She said her boss was on another wire, would we wait? The odds seemed better this time, so we waited—and waited. We jiggled the hook. The dime dropped. We quit!

We placed another call. This man was out. We asked for his assistant. We got him.

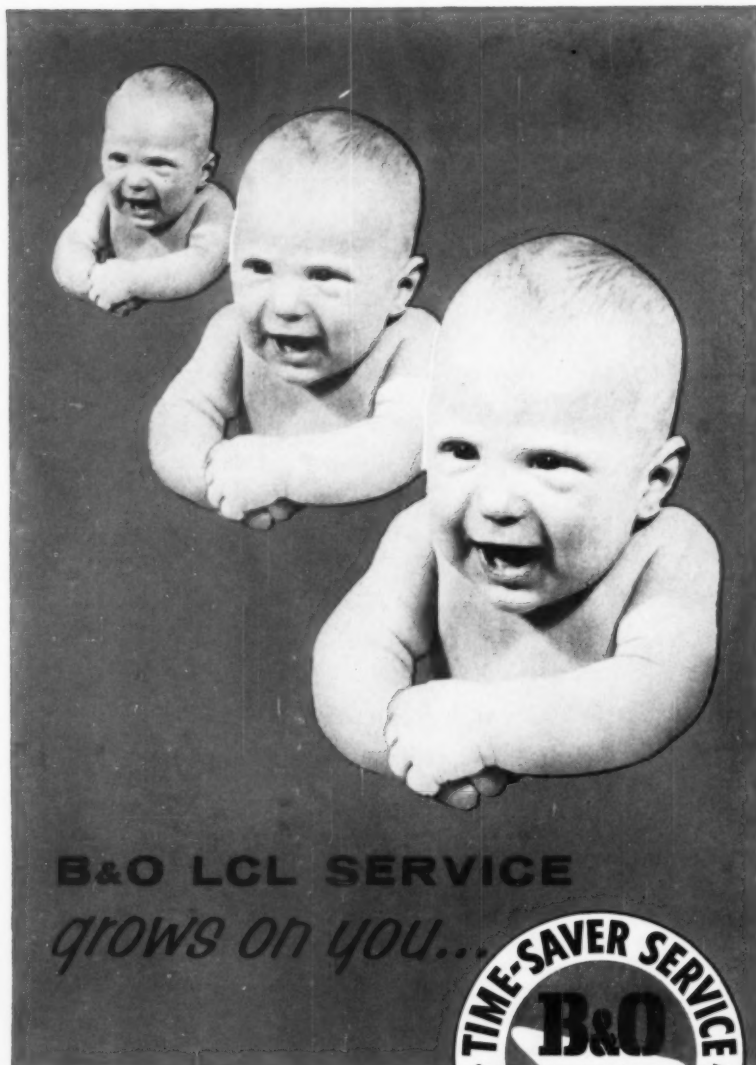
We stated our business. He said he knew nothing about the matter. "Would someone else know?" we asked. He didn't know. We didn't coax!

We had one more call to make. Despite some doubts, we dialed the number. A musical voice answered. We asked for our man.

"Just a minute, please," the operator replied sweetly. We waited—and waited—and waited. Then the line went dead!

If we get time, we'll write these fellows. If not—well, who cares?

H. V. Greene
EDITOR



B&O LCL SERVICE
grows on you...



• **TIME-SAVER Service** supplies speedy door to door shipment of less-carload freight. But, it's the baby-like treatment B&O gives LCL that grows on shippers. B&O people exercise unusual care on trains and platforms, in yards and terminals to handle each shipment as though it were a family affair—with baby-like care.

Ask our man!



BALTIMORE & OHIO RAILROAD

Constantly doing things—better!

Yakkety Yak

By Ye Editor



Everybody gets a wrong number sometime. We thought we did when the operator answered, "Bell Realty."

"Bell Realty!" we said with surprise. "Sorry, Miss, wrong number."

Before we could hang up, the voice replied, "Oh! Oh! Excuse me, sir, I'm just starting here. My last job was with Bell Realty."

... But the classic wrong number story is the one where the boys were having a party and ran out of liquor. The host called Joe's Bar.

"Reverend Brown speaking," answered a voice softly.

"Reverend Brown? Reverend what are you doing in Joe's Bar?" asked the surprised host.

BOOKS—For aspiring young executives, dead-ended department heads, as well as for June graduates, we suggest *"OPPORTUNITY UNLIMITED: What Management is Looking for in You,"* by Mark Clifton; Chilton, \$3.95.

The author—a personnel director and labor-management expert—offers "The inside track on what management wants and expects from candidates for promotion."

At least half of the book provides good background for would-be Distribution Managers.

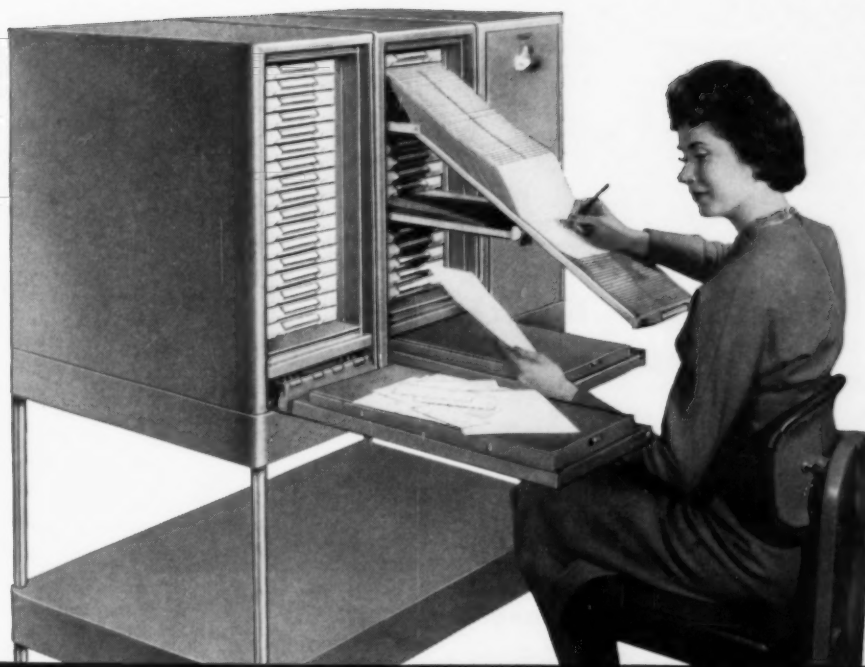
... *International Marketing*—by Roland L. Kramer, Ph.D. A practical, comprehensive text. Divided into three parts: The Bases and Promotion of International Marketing, International Marketing Organizations and Methods, Technical and Financial Features of International Marketing.

JUNE JIBES—If you doubt that our college girls are ambidextrous, note how many graduate this June with diplomas in one hand and an engagement ring on the other.

Mike: "So you met your wife at a dance. Wasn't that romantic?"

Ike: "No, it wasn't. I thought she was at home minding the kids."

HOW PUBLIC WAREHOUSES ARE REDUCING CLERICAL WORK...YET GIVING BETTER CUSTOMER SERVICE



KARDEX® VISIBLE RECORD SYSTEM SIMPLIFIES STOCK CONTROL AND CUSTOMER BILLING. More and more warehouses are turning to the KARDEX Visible Stock Control System because it saves time and money. This system provides closer control over merchandise... and automatically supplies necessary billing data. As a result month-end work on statements is reduced, bills go out more promptly. And your money comes in faster!

Where a large variety of items from one client is consigned to the warehouse for local delivery, the KARDEX system can group the products of one customer together by means of its unique

CHAINDEX® visible index, making possible review and posting of numerous items in seconds! Also a great deal of space is saved as thousands of items are housed in a single unit! Colored KARDEX signals in the visible margins flash items nearing minimum stock points, thereby making possible prompt customer reports to avoid loss of sales due to stock-outs.

The KARDEX system is also available in Safe KARDEX insulated units to protect these valuable records right at point-of-use from destruction by fire.

Send coupon TODAY for free, illustrated Warehousing Methods Sheets giving full particulars about this efficient system.

Circle No. 6 on Card, Facing Page 82, for more information

Remington Rand

DIVISION OF SPERRY RAND CORPORATION

Room 1635, 315 Park Ave. So., New York 10

Kindly send free literature on recommended

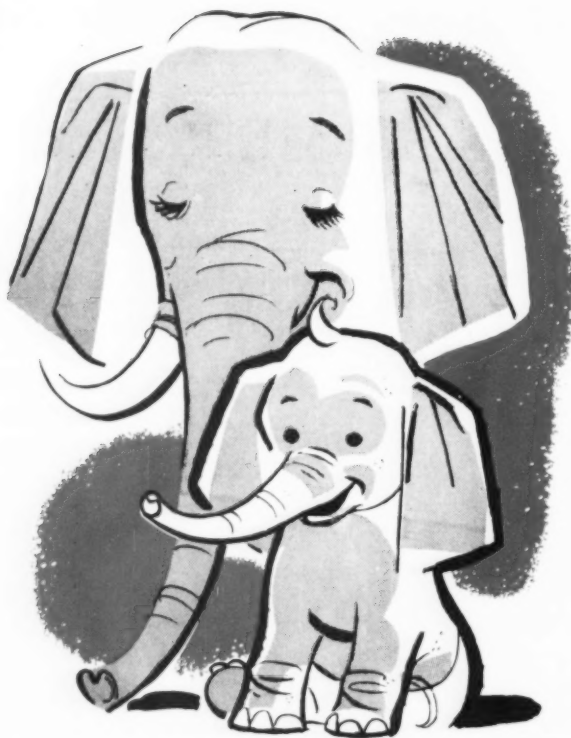
"Warehousing Methods" X1790.1 and X1790.2

Name & Title _____

Company _____

Address _____

City _____ Zone _____ State _____



LITTLE PACKAGE BIG SERVICE



**Coordinated communications
assure constant control of cargo.
Experienced, efficient handling
assures safe, speedy delivery.**



When it's LTL... it's NTL
43 TERMINALS SERVING 3,000 POINTS DAILY



NORWALK TRUCK LINES, Inc., Norwalk, Ohio
NORWALK TRUCK LINES, Inc., of Delaware
Operating and Sales, Lancaster, Pa.

News . . .

(Continued from Page 26)

News Briefs

KLM Royal Dutch Airlines has started its daily DC-8 jet service to Europe from New York. KLM will also start its direct jet service to Europe from Houston, Texas, in July.

ICC examiner Hyman J. Blond has recommended approval of the merger plan between the Erie Railroad Co. and the Delaware, Lackawanna & Western Railroad Co.

The TTMA has petitioned the ICC for a delay in the effective date for the marking of lamps and reflectors from June 30, 1960, to Dec. 31, 1961.

The Sea-Land Service, Inc., has doubled its weekly trailership service between the Port of New York and Puerto Rico under a new division named Sea-Land of Puerto Rico. William O. Gohlke, previously Pan-Atlantic sales manager, has been appointed vice president and general manager of Sea-Land of Puerto Rico.

The Transportation Association of America with the cooperation of 20 Wisconsin organizations held the Midwestern Transportation Institute, recently.

Two executives from the Air Express International Corp. predict that there is a brilliant future in air traffic of electrical and electronic equipment between the markets of the United States and those of the Orient and Australasia.

T. I. M. E., Inc., has installed a new private line continuous telephone system linking all 20 of its terminals.

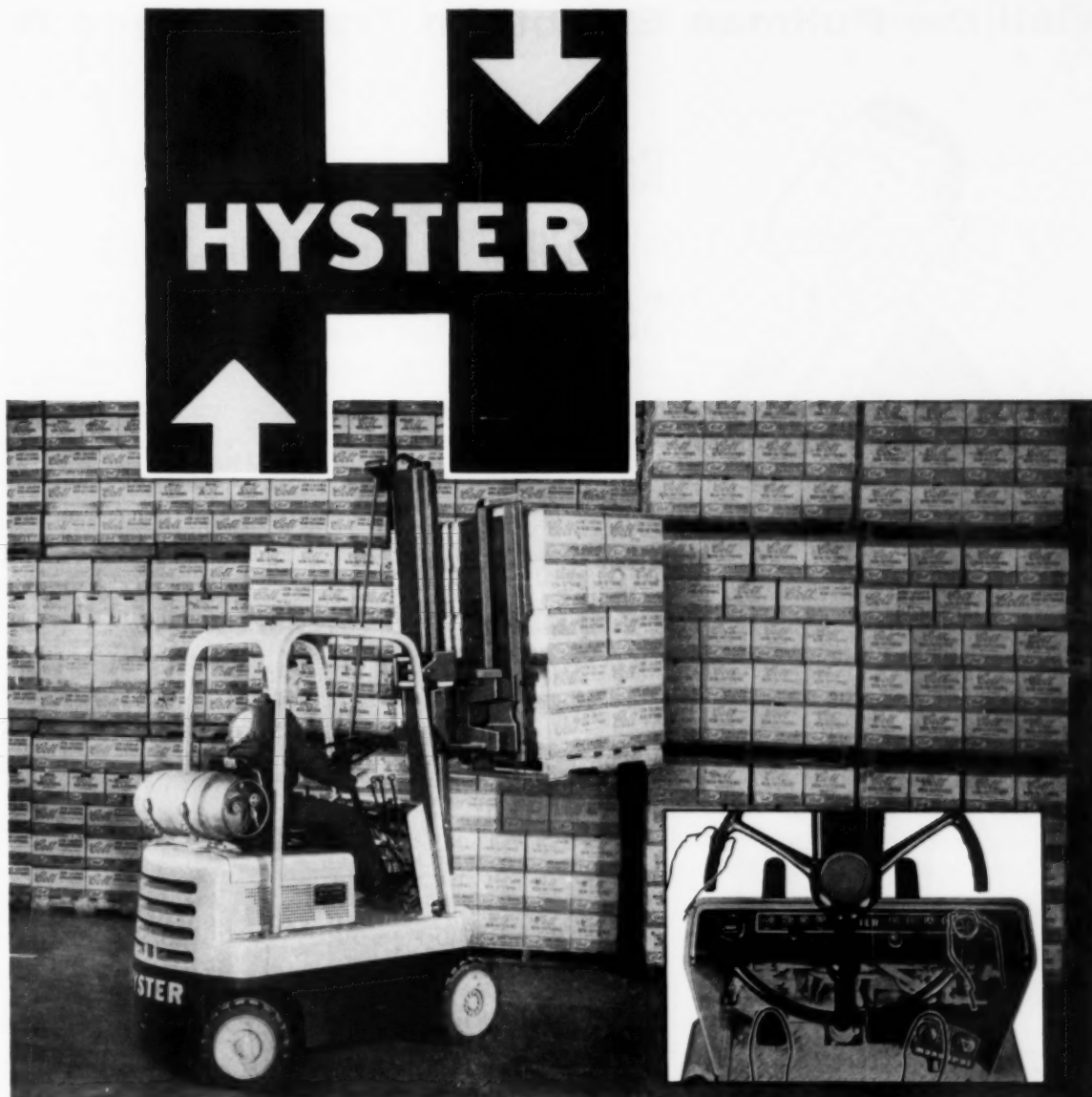
The Branch Motor Express Co. has now completed the development of an entirely new type of driver's daily log which is expected to have many efficiency advantages over the methods now in use throughout the industry. The ICC has granted them a two year experimental period.

Some thirty representatives from transportation industries, government, trade associations, and the University of Maryland held their second organizational luncheon meeting to form a new transportation organization to be known as the Maryland University Transportation Association.

North American Car Corp. delivered 140 40-ft double-deck railway livestock cars to the Burlington Railroad. The cars have been leased to the Burlington for a period of five years to enlarge the railroad's fleet of equipment available to shippers of hogs and sheep.

Pullman-Standard and Trailmobile, Inc., has put in operation the first automatic lifting device for the side-loading of truck trailers and containers in piggy-back operations on the railroads.

(Please Turn to Page 35)



Monotrol for fast, safe handling —

Only

HYSTER® has it!

New Hyster cushion tire lift trucks with Monotrol control system—unbeatable for warehouse handling.

Right foot controls power—shifting. Left foot controls truck inching—braking. Driver's hands free for steering and load control.

Functional design—shortest turning radius—power steering. Easiest truck to service and maintain.

Call your Hyster dealer, or write for literature.

INDUSTRIAL TRUCK DIVISION—Lift trucks, mobile cranes, straddle carriers
TRACTOR EQUIPMENT DIVISION—Construction and logging equipment
MARTIN TRAILER DIVISION—Heavy machinery hauling trailers
INTERNATIONAL DIVISION—Overseas manufacturing, sales and service
Factories: Portland, Oregon (Home Office) • Danville, Ill. • Peoria, Ill. • Kewanee, Ill. •
Nijmegen, The Netherlands • Glasgow, Scotland • Sao Paulo, Brazil • Sydney, Australia (Licensee)



HYSTER COMPANY
INDUSTRIAL TRUCK DIVISION
P. O. Box 847 • Danville, Illinois

Visit the Pullman Exhibit on Tracks 7 and 8
at the

**Railway Electrical and Mechanical
Supply Association Show
San Francisco, June 13-14-15-16**

Ask the Man in the Red Coat
about



**PULLMAN EQUIPMENT
FOR COORDINATED TRANSPORTATION**

See TODAY'S NEW DIMENSION in the
fields of Piggyback and Containerization



from

PULLMAN-STANDARD

Advanced Railroad Rolling Stock for
Piggyback and Containerization



from

TRAILMOBILE INC.

Customer Individualized Design (CID)
Trailers and Containers



from

**TRANSPORT LEASING
COMPANY**

Convenient Service
Leasing Arrangements for Pullman
Equipment

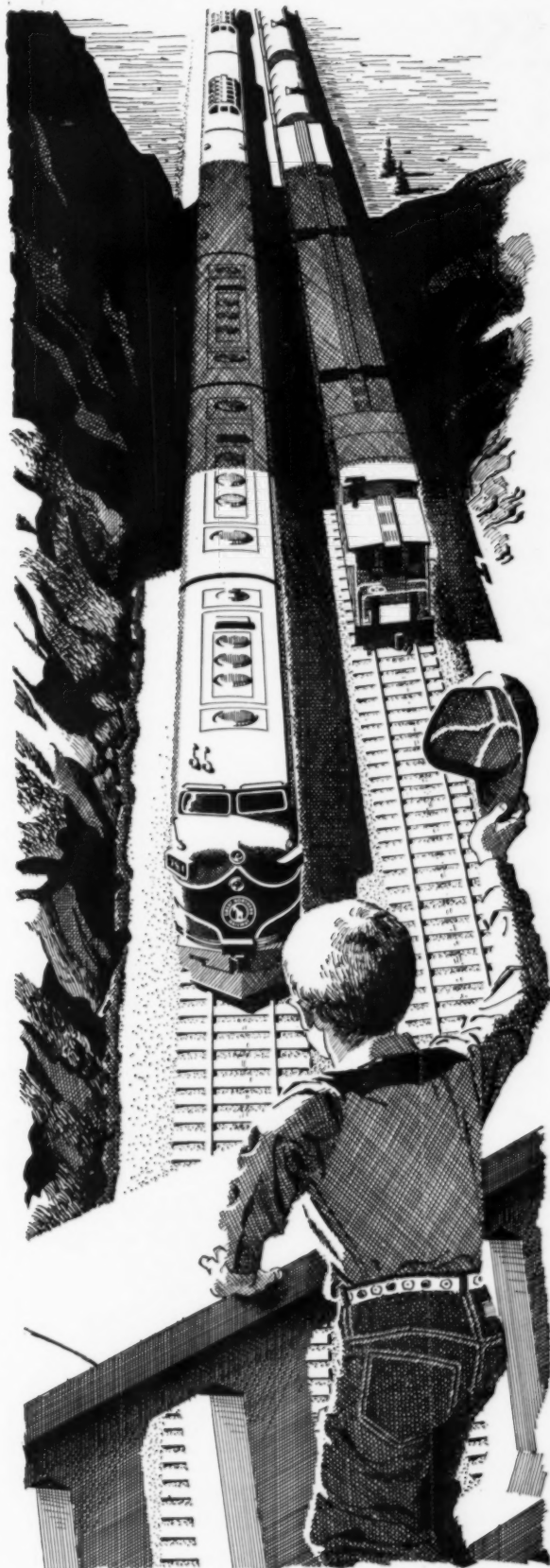
TRAILMOBILE INC.

Cincinnati 9, Ohio

PULLMAN-STANDARD • TRANSPORT LEASING COMPANY

200 S. Michigan Ave., Chicago 4, Illinois

Circle No. 8 on Card, Facing Page 82, for more information



*Great Northern's
"best foot forward"...*

the incomparable Empire Builder

Chances are your own company has as a "leader"—a single product or service that best advertises your *total* line. In our own case, as a railway carrying hundreds of thousands of passengers and millions of tons of freight, our "showcase" is an incomparable train, the Empire Builder.

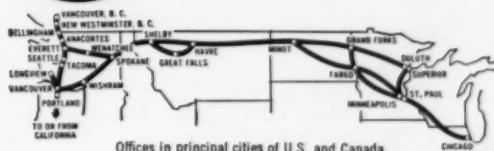
This sleek streamliner—between Chicago and Seattle, Portland—is the natural choice of business executives who are rediscovering a happy fact of travel: frequently, it pays *not* to hurry. It is the choice of pleasure travelers who would rather someone else "take the wheel" while they enjoy carefree hours of fun, rest and relaxation. It is the choice of vacationers—bound for the nation's most thrilling scenery.

But most important, Great Northern's Empire Builder is a magnificent example of how a modern, service-minded railway attends the needs of communities on its line. For the "spit and polish" needed to maintain this luxury train carries over into Great Northern freight services. Thus, with utmost efficiency and dependability, we are able to transport ores, grains and lumber from the northern tier of states—and return to this region the manufactured goods of other areas.

Whether you are traveling or shipping, learn what makes Great Northern great. Your local ticket or freight agent will be glad to help.

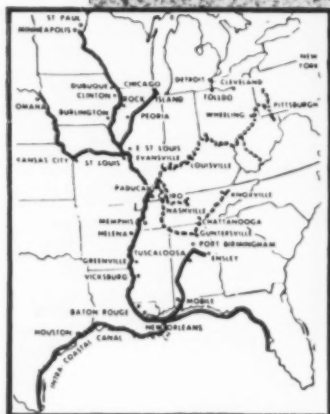
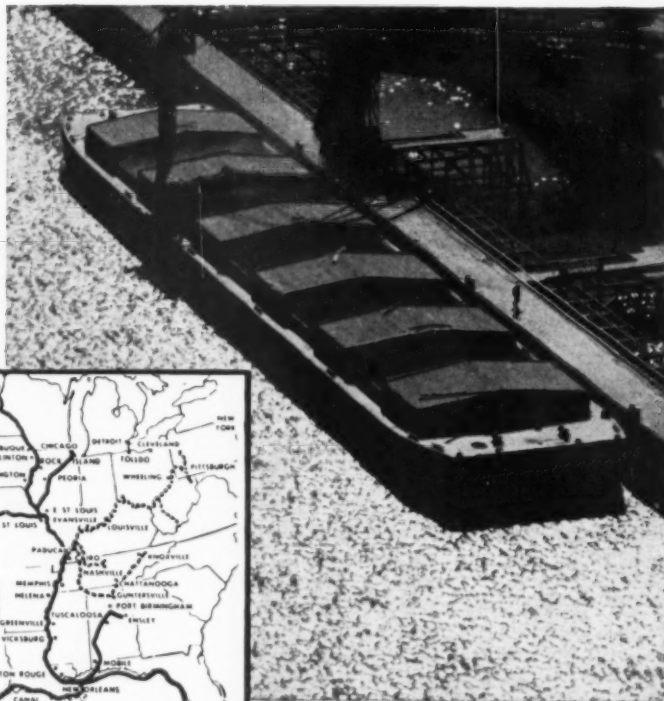


Direct passenger travel inquiries to:
P. G. Holmes, Passenger Traffic Manager;
freight inquiries to G. D. Johnson,
General Freight Traffic Manager,
Great Northern Railway,
St. Paul 1, Minnesota



Offices in principal cities of U.S. and Canada

DRY CARGO COST LESS *Shipped by Barge*



Loading sulphur aboard an FBL dry cargo barge

Shippers of dry cargo such as grain and chemicals find that FBL's bargeload rates mean substantial savings for them. Whether you ship Bargeload or LBL (Less than Bargeload) it will be to your advantage to check with FBL before your next shipment. Your nearest FBL representative will help you save transportation costs.



FEDERAL BARGE LINES, Inc.

611 EAST MARCEAU • ST. LOUIS 11, MO.
VERnon 2-4000 TWX 5L542

New York, N. Y.
LAKawanna 4-0063
TWX NY1-2244
Kansas City, Mo.
HARRison 1-0199
Mobile, Alabama
HEmlock 8-1552

Chicago, Ill.
WEbster 9-5331
Memphis, Tenn.
JAckson 7-6486
New Orleans, La.
JAckson 5-1121

Houston, Texas
WAlnut 3-9451
TWX HO213
Minneapolis, Minn.
FEderal 3-8343
Omaha, Nebraska
JAckson 3222

GULF CANAL LINES, 3901 Avenue V, Houston, Texas
WAlnut 3-9451 TWX HO213

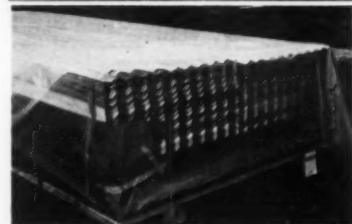
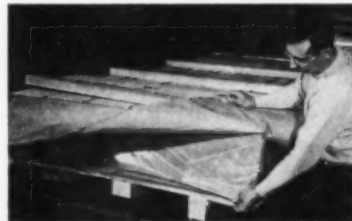
Coming Events

- June 6-8—The Material Handling Institute's New England Show, Commonwealth Armory, Boston.
- June 8—National Motor Freight Traffic Assn., Inc., Washington, D. C.
- June 12-25—Seventh Annual Material Handling & Packaging Training Course of The Industrial Management Center, Lake Placid Club, N. Y.
- June 13-16—Railway Electrical & Mechanical Supply Assn. Show, San Francisco, Calif.
- June 19-July 16—The 1960 Transportation Management Program, Stanford University's Graduate School of Business, Stanford, Calif.
- June 26-28—National Wooden Pallet Mfrs Assn., 14th Annual Meeting, Chatham Bars Inn, Chatham, Mass.
- July 19-21—Western Packaging & Materials Handling Exposition, Pan Pacific Auditorium, Los Angeles, Calif.
- Oct. 2-5—National Defense Transportation Assn., National Convention, Roosevelt Hotel, New Orleans, La.
- Oct. 7-9—Delta Nu Alpha Transportation Fraternity, 20th Annual National Meeting, Hotel Roanoke, Roanoke, Va.
- Oct. 12-27—10th Pan American Railway Congress, Rio de Janeiro, Sao Paulo, Brasilia, Brazil.

Shippers Advisory Boards

- June 8-9—Southeast, Memphis, Tenn.
- June 9—Allegheny, Beallville, Pa.
- June 9-10 — Trans-Mo-Kansas, Wichita, Kan.
- June 21-22—Great Lakes, Buffalo, N. Y.
- June 23-24 — Pacific Northwest, Seattle, Wash.
- June 29-30—Northwest, Duluth, Minn.
- July 13-14—Mid-West, Milwaukee, Wis.
- Sept. 15-16—New England, Pike, N. H.

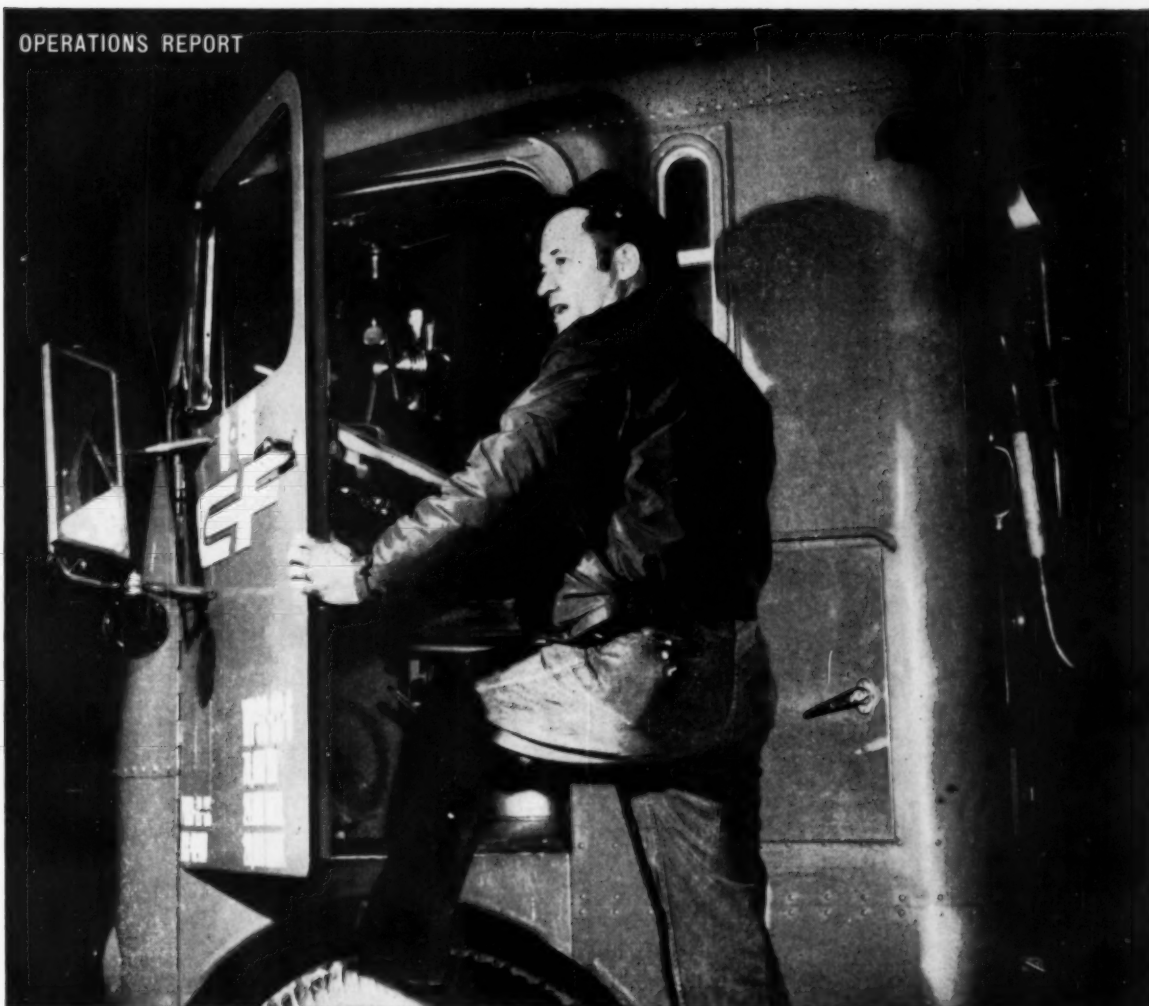
All-Weather Package



Corrugated aluminum roofing sheets can be stored outdoors in all weather with this new package. The sheets are first wrapped in a waterproof envelope which is crated and steel-strapped to a skid. Medium-gage polyethylene and laminated paper make up the envelope. It is slipped over the roofing sheets. Boards around the bundle give extra protection. Kaiser Aluminum and Chemical Corp. developed the package

6007

DISTRIBUTION AGE



This is no milk run . . .

When Daysaver drivers swing into their cab, the next freight-handling stop is the end of the line. Daysaver is Consolidated Freightways' *through* motor freight service, planned especially to cut handling and transit times on LTL shipments.

There's a Daysaver schedule, for example — exclusive with CF — between Milwaukee and Spokane. Freight for Spokane and nearby communities is loaded in Milwaukee and moves directly to Spokane for distribution.

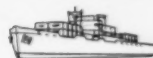
No intermediate stops. No re-handling. And this is only one of many regular Daysaver schedules operating between key points in the CF system.

Short haul or long, LTL or truckload, perishables, general or bulk commodities — Consolidated Freightways has a service designed to fit your needs. Get the facts from your local CF system terminal or contact the Consolidated Freightways Information Center, Dept. 3A, Box 32, Chicago 50, Ill. Phone AUstin 7-7003.

CONSOLIDATED FREIGHTWAYS



TRANSPORTATION WITH IMAGINATION



Electronic inspection guards your freight
when you **SHIP IT ON THE FRISCO**



HOT BOX DETECTORS

**HELP INSURE PERFECT
ARRIVAL...ELIMINATE
COSTLY DELAYS**

FRISCO'S Electronic Hot Box Detector safeguards your shipment enroute... helps give your shipment perfect arrival—right on schedule!

As thousands of wheels on a long freight train roll past it (at speeds up to a mile-a-minute), the detector scans each wheel journal box and "notifies" inspectors of potential trouble. Skilled FRISCO maintenance crews translate this information into corrective and preventative action that keeps your shipment *on the move*... gets IT there on schedule!

This is just one of FRISCO'S electronic miracles working for you and your shipment as part of more than a \$200,000,000.00 *Perfect Shipping Construction Program*.—For that next shipment going Southeast or Southwest, Ship IT *fast*... ship IT *sure*... get IT THERE in *perfect condition*... SHIP IT ON THE FRISCO!



5,000 MILES SERVING:

MISSOURI • KANSAS • ARKANSAS • OKLAHOMA • TEXAS • TENNESSEE • MISSISSIPPI • ALABAMA • FLORIDA

In-the-Floor Plan

for low-cost warehousing and freight handling



FAST AND GENTLE. Link-Belt in-the-floor Trukveyor moves bottle goods smoothly, gently at warehouse of Oregon Liquor Control Commission, Portland, Oregon.

LINK-BELT Trukveyor cuts handling costs and time ... saves floor space

Fast, orderly warehousing and freight handling come easy with Link-Belt in-the-floor Trukveyors. They speed receiving, storing, sorting, shipping ... end congestion ... reduce physical effort. These versatile units accommodate changes in floor elevation, execute horizontal turns, permit easy disengagement of trucks at any point.

COLOR-SOUND FILM, "Pathway to Profits," shows Trukveyor in action. For film and Trukveyor Book 2497, write Link-Belt Executive Offices. Ask too, about the new, unique Trukveyor features that facilitate cleaning, lubrication and other routine maintenance.



BALL BEARING WHEELS deliver smooth, long-life performance ... are triple-sealed and have protected grease fitting.

MALLEABLE IRON FRAME of towing attachment takes shock load of platform truck towing pin engagement.

COUNTERWEIGHTED PAWL securely "traps" tow pin ... prevents accidental release, yet allows easy disengagement when desired.

ENDLESS POWERED STRAND of Link-Belt drop forged Rivetless chain has endurance needed for rugged conveying duty.

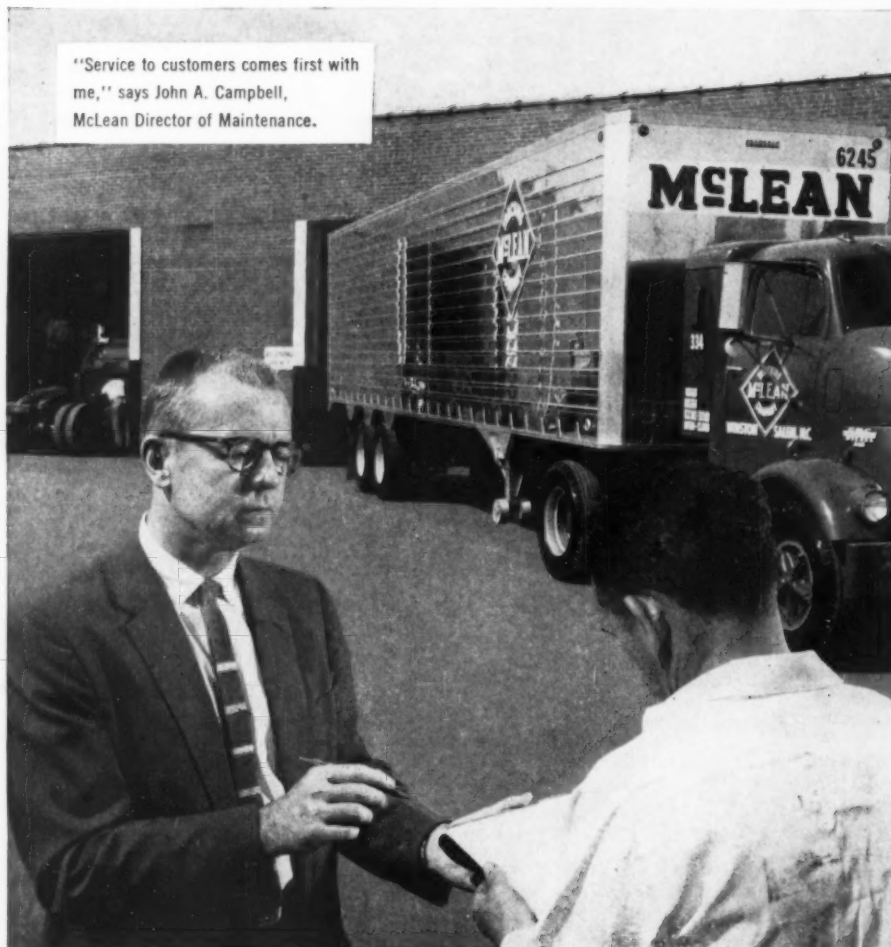
LINK-BELT

IN-THE-FLOOR AND OVERHEAD TRUKVEYORS

LINK-BELT COMPANY: Executive Offices, Prudential Plaza, Chicago 1. To Serve Industry There Are Link-Belt Plants and Sales Offices in All Principal Cities. Export Office, New York 7; Canada, Scarboro (Toronto 13); Australia, Marrickville, N.S.W.; South Africa, Springs. Representatives Throughout the World

Circle No. 9 on Card, Facing Page 82, for more information

"Service to customers comes first with me," says John A. Campbell, McLean Director of Maintenance.



"Preventive maintenance keeps your shipments moving in McLean and Hayes modern equipment!"

Over 2,000 units of modern mobile equipment... tractors, trailers and pick-up trucks... serve the Eastern Seaboard, the Central States and the Midwest in the McLean and Hayes areas of operation. This fleet is kept in peak operating condition through a rigid preventive maintenance program. Each unit is periodically checked and thoroughly tested for safety and roadability. Skilled mechanics and craftsmen in our shops see that every

unit is always ready for the road.

When you route via McLean or Hayes, you specify a motor carrier with *your* interests at heart...and with rolling stock in top shape to serve you best. For a dependable carrier, call your nearby terminal today! If I can be of service to you at any time, just write to me at the McLean general offices in Winston-Salem.

John A. Campbell



"We pull for Industry"

GENERAL OFFICES, BOX 213, WINSTON-SALEM, NORTH CAROLINA



FREE!



Handy Wall Chart

Shows points served to and from your nearby terminal. Folds to 8½" x 11", and is punched for 3-ring binder. For your copy, just write McLean Trucking Company, Dept. E, Box 213, Winston-Salem, N.C.

MCLEAN TERMINAL CITIES

Akron, Ohio*
Albany, N.Y.
Anderson, S.C.
Asheville, N.C.
Atlanta, Ga.
Augusta, Ga.
Baltimore, Md.**
Boston, Mass.
Bridgeport, Conn.
Brooklyn, N.Y.
Burlington, N.C.
Charleston, S.C.
Charleston, W.Va.
Charlotte, N.C.
Chicago, Ill.**
Cincinnati, Ohio**
Cleveland, Ohio*
Columbia, S.C.
Danville, Va.
Detroit, Mich.*
Durham, N.C.
Evansville, Ind.*
Fayetteville, N.C.
Greensboro, N.C.
Greenville, S.C.
Hartford, Conn.
Hartsville, S.C.
Hawthorne, N.J.
Hickory, N.C.
Huntington, W.Va.
Indianapolis, Ind.**
Jersey City, N.J.
Kinston, N.C.
Lexington, Ky.**
Louisville, Ky.**
Lynchburg, Va.
Memphis, Tenn.*
Nashville, Tenn.*
New Brunswick, N.J.
Newburgh, N.Y.
New York (Manhattan), N.Y.
Norwich, Conn.
Paducah, Ky.*
Peoria, Ill.*
Philadelphia, Pa.
Pittsburgh, Pa.*
Providence, R.I.
Richmond, Va.**
Roanoke, Va.
Rocky Mount, N.C.
St. Louis, Mo.*
Savannah, Ga.
Shelby, N.C.
Spartanburg, S.C.
Springfield, Ill.*
Springfield, Mass.
Toledo, Ohio*
Washington, D.C.**
Waukegan, Ill.*
Wilmington, N.C.
Winchester, Va.*
Winston-Salem, N.C.
Worcester, Mass.

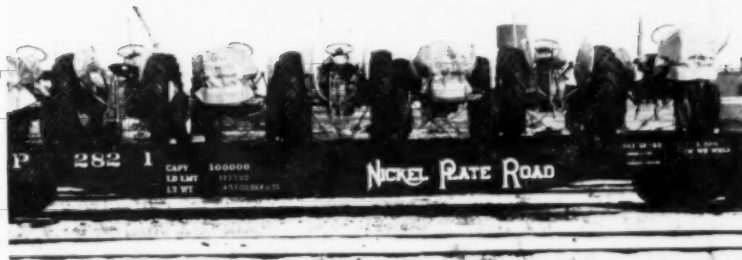
*Hayes Division Terminal

**Joint McLean-Hayes Division Terminal



for
"KNOW-HOW"
service call
your nearby terminal today!

Tractors Arrive in Mint Condition



Tractors are being received by Ford dealers in mint condition due to fitted covers. Covered tractors arrive at dealers without dirt smudges, chipped paint, or surface scratches. The covers are of reinforced waterproof paper. One side of the paper is treated to eliminate friction and abrasive damage. Cromwell Paper Co. manufactures the package

Chuting the News . . .

(Continued from Page 26)

Turbine in Truck

A regenerative gas turbine engine is being used to haul ore by the International Nickel Co. of Canada, Ltd., in the Sudbury District of Ontario. The 225 hp engine was manufactured by the Allison Division of General Motors Corp. International Nickel is handling the field tests for the new engine to gage potential of the gas turbine for commercial use.

The National Wooden Pallet Manufacturers Association has issued new specifications and grades for hardwood warehouse, permanent, or returnable pallets. Four grades are included. For a copy send 50 cents to the National Wooden Pallet Manufacturers Association, 609 Barr Building, Washington 6, D. C. Many pallet suppliers have copies on hand.

—DA—

News Briefs

Sensitive liquid chemicals will be carried by two large aluminum barges planned by Reynolds Metals Co. and National Marine Service of New York. First barge will travel the Mississippi-Ohio River systems for shipments to Midwest cities.

The cost of nuclear propulsion power for ocean vessels is approaching that of conventional vessel propulsion, the Senate Interstate and Foreign Commerce Committee learned recently. The Atomic Energy Commission feels that nuclear power is a good bet for fast ships operating on long trade routes.

A fleet of "flying freighters" is being put into service by Eastern Air Lines in an attempt to offer regularly scheduled daily non-stop service exclusively for cargo. First flight is planned between metropolitan New York and South Atlanta, Ga. Reservation service similar to that used with passengers will be used.

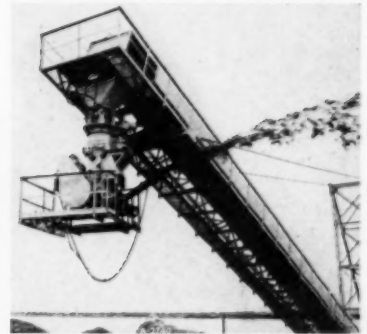
The Greyhound Corp. has expanded its package express service to include Eastern Canada. Expedited customs clearance at five border gateways and cooperation with Canadian bus lines have brought better service.

The AASHO Road Test near Ottawa, Ill., is set to conclude July 1, except for tests of military equipment with extra-heavy axle loads. Trucks, 78 of them, have been traveling the test span 18½ hours a day on a six-day basis.

Plans to merge the Minneapolis, St. Paul and Sault Ste. Marie, the Wisconsin Central, and the Duluth, South Shore and Atlantic Railroads was approved by the directors of the three companies. Next to vote: stockholders. Then the ICC.

Five additional DC-7 passenger airplanes will be converted to all-cargo configuration by American Airlines. The conversion will bring a new fleet total of 15 by the end of 1960.

Throws Grain with Long Arm



All types of granular and small lump bulk materials can be removed from storage when this bulk commodity loader is mounted on the discharge end of a storage conveyor. It can throw material in any direction over an arc of 270 deg. Such a feature eliminates frequent shifts of the storage conveyor system which saves time and equipment. Stephens-Adamson Mfg. Co. manufactures the loader

Tandem Trailer Conference

More uniform tandem regulations and reciprocity among the turnpikes was requested by the representatives of turnpikes who met in New York recently as guests of the New York State Thruway. The meeting was called to review driver qualifications and pieces of equipment, also. It was pointed out that individual qualifications in all areas by each turnpike would be a burden on carriers and perhaps prohibitive for them. Indiana, Massachusetts, Ohio, and Kansas were the states represented.

—DA—

The Traffic Institute of Northwestern University will holds its 16th Annual Motor Fleet Supervisors Course, June 6-10.

—DA—

Mercury Teams with Sofia Bros.

The New York message and package delivery service of Mercury Service Systems is offering its customers facilities to move entire offices. Through affiliation with Sofia Brothers, Inc., Mercury clients can be moved without handling their own planning, packing, or transportation.

Resume Reading on Page 30



NEW AIM BRAND RACK

Quality steel, cold formed and finished in green metallic based paint. Other colors available upon request.

...with exclusive safety load

The makers of AIM Brand Slotted Angle extend their line to solve every problem of materials storage. Now, after four years of testing, improving, perfecting—Acme Steel Company announces a major improvement in heavy-duty rack design.

The only rack with a safety load locking device.*

Provides *positive* protection against accidental disengagement of the beams. The safety load lock is an integral part of the beam, not a loose part that must be inserted. Locks and unlocks with one hand in a second—yet its ingenious design keeps the beam anchored even under toughest jolts.

There's much more to the revolutionary AIM Brand



locking device* refuses to be pulled, bulled or jarred apart!

Rack story—including special engineering service and industry's broadest materials storage experience. AIM Brand is distributed nationally. For the name of your nearest distributor and detailed literature, call or write your nearest ACME STEEL office or ACME STEEL COMPANY, Fabricated Materials Division, Dept. MDD-60, 135th Street & Perry Avenue, Chicago 27, Ill.

MEETS A. I. S. I. STANDARDS



**IDEA LEADER IN
FRAMING**

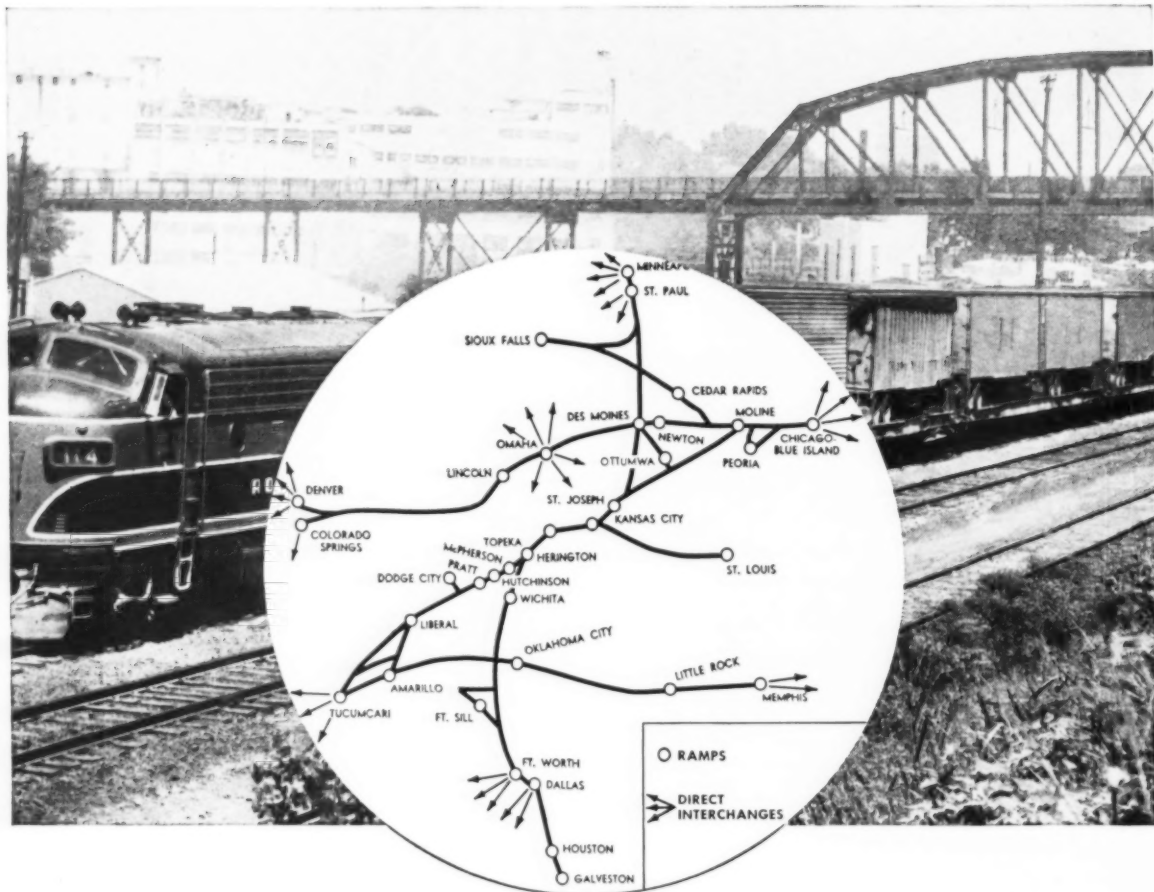


NO LOOSE PARTS! No special tools, no loose parts—frames are prefabricated. Eccentric button head studs for fastest set-up and disassembly. Pre-punched foot plates face forward for ready accessibility and simplify lagging to floor. There's even a "built-in rule" the entire height of the frame to easily guide beams for level placement. Beams can be adjusted on 2 inch centers over the entire frame height.

SETS A NEW HIGH IN STRENGTH! Each AIM Brand beam connection has three load bearing points—two button head studs plus the exclusive load lock. AIM Brand columns are a full 3 inches square, instead of the conventional 3" x 1½" size. These features greatly increase safe load capacity.

SECOND TO NONE IN STABILITY! Toughest fork lift truck jolts can't jar beams off columns. The safety load lock and button head studs team up with advanced welding techniques to provide a rack that withstands repeated abuse. Each beam even has a ledge on which to place accessories or wood shelving.

*Patent applied for



Strategically located piggyback ramps ***...another good reason for shipping Rock Island***

The optimum piggyback service combines the efficiency of long hauls by rail, the economy of short hauls by truck. What makes this ideal combination possible is the existence of piggyback facilities in numerous key areas.

The Rock Island map above shows how piggyback ramps blanket the system—and how, if the destination of your shipment is outside Rock Island territory, you can reach into every corner of the nation through Rock Island's direct interchanges with other railroads.

So capitalize on this complete transportation service. Next time you ship piggyback, ship via the Rock Island railroad. Get the benefit of strategically located ramps and direct interchange points... plus equipment engineered to meet your requirements...plus the services of experienced, conscientious personnel...plus a shipping plan that best fits your needs.

Your Rock Island traffic representative will be glad to help you put this effective combination to work. Why don't you get in touch with him today?



ROCK ISLAND LINES

*The railroad of planned progress...
 geared to the nation's future*

CHICAGO 5



Freight rates and the Weeks and the Mueller Reports

**This writer compares, analyzes, and
appraises standards set forth in reports
on minimum, maximum, and actual rates**

THE TOPIC of pricing has received more attention and stimulated more discussions in the field of transportation than any other area of enterprise.

It has stimulated theoretical and applied economists for generations. And the Weeks Report, which appeared in 1955, heralded increased contributions to the literature on freight rates.

The economists have been stimulated principally by intensification of competition among the various forms of transport, particularly between rail and motor carriers, and by cognate problems associated with the relative decline in rail traffic. The recent Report of the Department of Commerce in March of this year is the latest significant excursion into the field.

Opinion on ICC Control

On regulatory policy, opinion is virtually unanimous that control of rates by the Interstate Commerce Commission should be relaxed. Both reports agree in this respect, as do nearly all commentaries, except those coming from the Commission. They favor restriction of the Commission's authority to prescribe minimum rates and a ceiling on maximum rates. Between these nether and upper limits the carriers would fix actual rates subject only to the prohibition of unlawful discrimination.

It is the purpose of this paper to compare, analyze, and appraise from the viewpoint of economic principle the standards set forth in the reports for minimum rates and the principles they suggest for the determination of actual rates.

In general, the reports contemplate two situations in which the reasonableness of maximum rates may be in issue. One is where the rates apply to com-

petitive traffic. The second is where they apply to non-competitive traffic.

Both reports emphasize the pervasiveness of rail and truck competition, including competition with privately operated trucks, and they depend upon this competition, where it exists, to keep maximum rates at a reasonable level without Commission intervention. Thus the Weeks Report stresses "reliance on competitive forces in rate-making"; and the Department states its problem as a search for a "program of rate controls that will produce a maximum of free market competitive pricing but retain the protection required by the public."

What is likely to determine the level above which rates established by competitive pricing will not rise? It is often said that competitive pricing is governed by "cost." Thus the Weeks Report declares that "rates must be allowed to reflect cost advantages whenever they exist and to the full extent."

And the Department states "... in the long run, rates should come to be based primarily on cost." But what cost? Whose cost?

It is obvious that in a competitive situation only marginal cost is relevant for price determination. Marginal cost represents the additional cost of an additional unit of service. It is the variable cost that is incurred in producing the additional service and is not incurred if the service is not produced. When plant is under-utilized, marginal cost does not include any of the fixed charges associated with the investment.

Economists designate this cost as short-run marginal cost. On the other hand, when the plant is increased in order to perform the additional service, the cost of the increase in plant capacity is included in marginal cost. Economists refer to this as long-run marginal cost. Competitive pricing is governed by short-run or long-run marginal cost depending upon whether plant capacity is under-utilized or fully utilized when the additional unit of service is produced.

The next question is "whose marginal cost governs a maximum rate established by competitive pricing?" Assume two carriers—one rail, the other truck; that is the situation to which the rate recommendations

(Please Turn to Page 75)

Conveyors lead way for switch in plant's flow pattern

An evaluation of its warehouse flow pattern pointed the way for this company's change from fork trucks to conveyors to satisfy increasing customer demands.

ONE OF THE country's leading producers of cathode ray and power tubes recently redesigned its warehouse flow pattern using conveyors to meet increasing market demands.

The Electronic Tube Division of Westinghouse Electric Corp., Elmira, N. Y., was planned originally for the manufacture of cathode ray tubes on one side and power tubes on the opposite side. At plant center were receiving, shipping, finished tube warehouse, stores, and maintenance facilities.

Receiving and shipping were at the west end, separated by truck docks and a double-track railroad dock which extended over 200 ft into the center of the plant.

The two production lines progressed eastward. Receiving was close to the start of the cathode ray tube line because bulbs for television tubes are bulky and are received, in most cases, palletized with ten bulbs per carton, three cartons high. But power tube supplies are small and do not present the same problems. They are usually placed within the stores department and are withdrawn as required, unlike the cathode ray bulb stores which are turned over very rapidly.

Original receiving and shipping facilities were designed for the greater number to be handled by rail. The Northern spur of the railroad was intended for shipping

purposes and the Southern spur was designated for receiving.

At first, it would seem that although cathode ray starting operations were close to the bulb source, the tubes would require long hauls to shipping. The same applied to power tubes, although such was not necessarily the case. Tubes are "held" in lots for definite periods after manufacturing. Samples of tube lots are retested prior to placing in the warehouse for shipping. Because cathode ray tubes occupy so much space when held for the required three days, the hold area adjoins the warehousing area.

Raw Bulb Storage

Higher production made storage of raw bulbs a greater problem. Ever-increasing floor space was devoted to the "hold" areas and greater warehousing became necessary because tubes were wanted immediately. This included an increasing variety of types—cathode ray tubes with electrostatic and magnetic guns, spherical and cylindrical faceplates, and deflections, 14, 17, 21, 24-in. sizes, aluminized and non-aluminized. The combinations were limitless. In spite of efforts to store by elevation, space soon ran out.

A 30,000-sq ft addition built on the west end of the plant, brought temporary relief. Its 140-ft west-to-east depth pulled the railroad and truck docks back westward.

No improvement in handling methods occurred during this period because pressure was eased for a while. Distances of hauls were increased along with power tube production. In addition, receiving tubes were warehoused at Elmira to better serve the purchaser. This move necessitated a section for branding and testing before shipment.

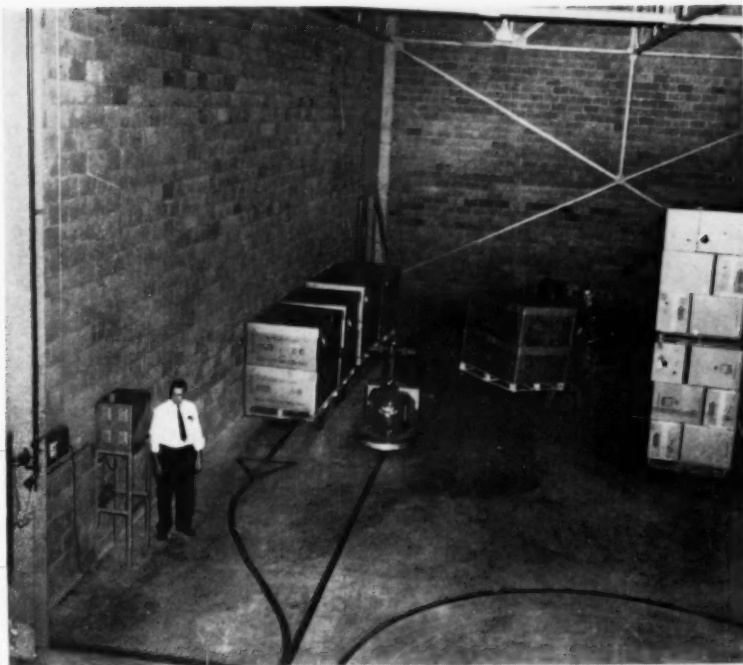
Manufacture of camera tubes took the space formerly occupied by service departments. A large expansion in black and white picture tube production with its later additions of equipment put a further squeeze on the center of the plant. Again, more building was necessitated.

A 120,000-sq ft warehouse was built in 1957. But this time there was a determination for improvement. In the past, fork and hand truck travel was used over long distances. Conveyors, or other unattended devices would now be used.

Goods received had become almost entirely a tractor-trailer method. The railroad should have been confined to shipping since 80 per cent of cathode ray shipments are by rail, it was decided.

Since flow of materials, due to rapid growth, had become less efficient, flow was to be given every consideration.

Past difficulties were reviewed. Future long-range requirements were determined. Experience had shown how high stacking could be accomplished. Thus, volume of product per square foot of floor space, or shelf space could be figured. Sales forecasts provided information on quantities of the products which should be stored. Experience also gave information on storage demands before and



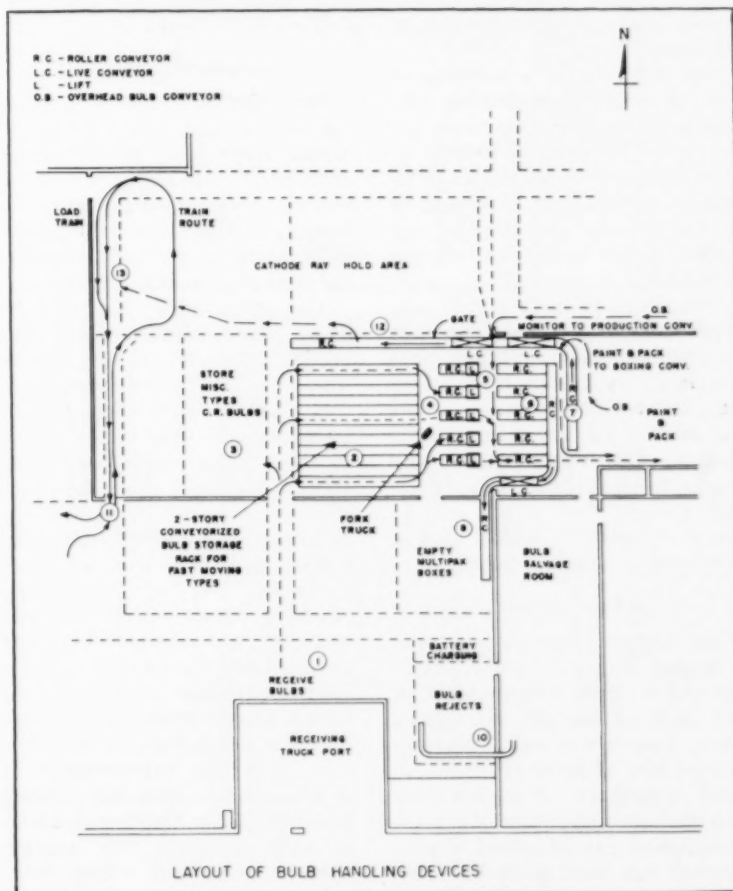
Switch imbedded in floor governs which track is energized for train movements

Finished tubes from hold area are put onto train for trip to the warehouse

during production periods. The relation of one work center to another was studied. The factors which told us whether A or B should be located next to C were weighed, and plans were laid out and evaluated — some discarded, others amended.

Finally a warehouse shape, size, and location was arrived at. Cathode ray bulbs are bulky. They are received entirely by tractor trailer. Therefore, the truck receiving dock is close to the first operations in cathode ray processing. It is also
(Please Turn to Page 81)

Bulbs are unloaded from trucks at 1 by fork truck and transported to bulb rack 2 or to miscellaneous bulb storage at 3. At 4, a fork truck removes pallets from aisles, 24, in the rack to roller conveyors that lead to lifts 1. At 5, bulbs are removed from boxes, placed on overhead cable conveyor for moves to production. As boxes are unloaded at 5 they are thrown onto roller conveyors which move them to tube-packing at 7. Once there, skids and boxes are placed on a conveyor at which point finished tubes, coming from paint and pack on an overhead cable conveyor are loaded into boxes. Pallet packs of finished tubes move Northward and then Westward where live conveyors move them to a point at 12. Hold area is at 8



M H progress through obsolescence

A frank discussion of container changes, bigger unit loads, new building forms, benefits of obsolescence make up this writer's appraisal of materials handling

IT IS INSTRUCTIVE to realize how few mistakes developed from the pioneer entries into materials handling. Through such primary efforts, new techniques and methodical procedures evolved until a somewhat standardized materials handling survey began to take shape.

The approach to a problem at first included a breakdown into definite categories. They were objectives of the project, product or products involved, quantities to be handled, routes and distances to be covered, and the physical and environmental conditions of the work area.

One might think that such survey techniques are passe. Far from it. They are being utilized more and more by materials handling men. But a new element is becoming increasingly important in such studies. You may wonder why thoughtful investigators must dig deeper today than in the past to arrive at answers which have a chance of continuing value.

Effects Affect

We can no longer be satisfied with decisions made about methods and equipment formulated on the basis of current conditions. Developments are taking place in every phase of industry which almost invariably affect handling and storage techniques. An alert investigator cannot afford to play ostrich, but must stick his neck

out by recommending methods based on what he anticipates the future holds.

But is this mere crystal ball gazing? Surely there must be trends which portend what we can expect. Also there must be a few ways to hedge obsolescence.

Container Changes

Normally, we think in terms of containers and only in exceptional cases are we concerned with their contents. A single example points to the necessity for keeping in touch with product developments in any field. Consider the case of oranges.

The introduction of frozen orange juice concentrate had marked effects on the cold storage industry. It has been estimated that slightly more than 17 carloads of fresh fruit are required to make up a single carload of concentrate, and since the fresh product is stored in coolers, the processed commodity calls for freezer space. The trend to frozen foods has had even more far-reaching effects on public warehousing. Cold storage plants now have become distribution centers, fully equipped with break-up rooms where orders are assembled for local distributors. And now, with the improvements in delivery means from the growing districts, fresh fruit concentrate is made possible. It's another change in product which intro-

duces an entirely different kind of container.

Of course, few industries have experienced such radical upheavals, but packaging, traffic, and materials handling men in every field are working together to develop containers more suitable to present-day handling needs.

A world-wide oil producing company has set up a special department to devise better crating methods for overseas shipments so that in ports where cargoes are handled by ship's gear onto lighters, the units can be picked up and brought ashore by means of fork trucks instead of having to depend upon the relatively slow operations involved when cranes are used.

Bigger Unit Loads

Another trend has been toward the extension of the unit load principle. First came the palletized load, followed shortly by the wire mesh container which made possible the shipping of many small items as a unit.

Next came the king-size container—veritable vaults for handling a wide variety of products with the double advantage of protection against both damage and pilfering. It was not long before entire truck loads were made of these large units. This step led logically to the piggy-, fishy-, and birdy-backs which are still in the development stage.

Cooperative efforts between men in industry and those in transportation are bringing about significant changes in carriers. Some authorities are partial to compartmentizing; others feel that the solution to wrestling loads into freight cars through a central door lies in the unit load, multiple-door variety which is being offered.

But rolling stock is not the only equipment that is being revamped. Individual concerns have worked out various kinds of conveyors for handling palletized loads in trucks and on trailers. Now a commercial

(Please Turn to Page 83)

State Regulation of Industrial Truck Operation

DEPARTMENT OR DIVISION	HAS SPECIFIC RULES & REGULATIONS	STANDARD CODES ADOPTED	REMARKS
ALABAMA Dept. of Public Relations, Div. of Safety & Inspection Safety Div., Dept. of Labor Accident Prevention Dept.	Yes	ASA, B56.1 - 1959	See Alaska General Safety Code. Also Sewall & Logging Code See General Construction Safety Code
ALASKA Dept. of Labor Div. of Industrial Safety Safety Inspection Div.	Yes	ASA, B56.1 - 1959	See General Industry Safety Order. Unified Pressure Vessel Safety Order See also Accident Prevention Manual for Industrial Operation Code under study. Bulletin guide factory inspectors. No rules or regulations issued. Code being developed
ARIZONA Dept. of Labor Div. of Industrial Safety Safety Inspection Div.	Yes	*	See General Safety Code. Partly regulated by State Code #1. No specific rules or regulations. No specific rules or regulations. Outdated by ASA Code. Applicable codes & standards of the industry. No code adopted. No code adopted.
CALIFORNIA Dept. of Labor Div. of Industrial Safety Safety Inspection Div.	Yes	ASA, B56.1 - 1959	Statute governing longshore operations (H. 1572, Sec. 18) No code in force. No regulations issued. No regulations issued. Safety provisions of Workmen's Compensation Law. No specific Rules or Regulations. No code adopted but matter being studied. No code in force. Revised code to be issued soon. No specific rules or regulations. Created protection required by Sec. 256 of Labor Law. No code adopted. ASA applies. See Rule 1, State Basic Safety Manual No rules in force. Basic Safety Code; Occupational Disease Codex Nat. Electric Code; Nat. Electric Safety Code. No code adopted. No regulations issued. Outdated by codes of NSC, ASME, ASA Outdated by ASA Code. Provisions of ASA Code recommended. General Safety Order, Sections 59-62. Outdated by standard codes. General Safety Order, Sections 59-62. Outdated by standard codes. Safety inspectors make recommendations. No code adopted. See Safety Standard Relating to the Use of Power Propelled Trucks. Also Sewall Standard and Longshore - Stevenson Standard No rules in effect. No code adopted.
CONNECTICUT Dept. of Labor Div. of Industrial Safety Safety Inspection Div.	Yes	ASA, B56.1 - 1959	See Alaska General Safety Code. Also Sewall & Logging Code See General Construction Safety Code
DELAWARE Dept. of Labor Div. of Industrial Safety Safety Inspection Div.	Yes	ASA, B56.1 - 1959	See Alaska General Safety Code. Also Sewall & Logging Code See General Construction Safety Code
FLORIDA Dept. of Labor Div. of Industrial Safety Safety Inspection Div.	Yes	ASA, B56.1 - 1959	See Alaska General Safety Code. Also Sewall & Logging Code See General Construction Safety Code
GEORGIA Dept. of Labor Div. of Industrial Safety Safety Inspection Div.	Yes	ASA, B56.1 - 1959	See Alaska General Safety Code. Also Sewall & Logging Code See General Construction Safety Code
HAWAII Dept. of Labor Div. of Industrial Safety Safety Inspection Div.	Yes	ASA, B56.1 - 1959	See Alaska General Safety Code. Also Sewall & Logging Code See General Construction Safety Code
IDAHOO Dept. of Labor Div. of Industrial Safety Safety Inspection Div.	Yes	ASA, B56.1 - 1959	See Alaska General Safety Code. Also Sewall & Logging Code See General Construction Safety Code
ILLINOIS Dept. of Labor Div. of Industrial Safety Safety Inspection Div.	Yes	ASA, B56.1 - 1959	See Alaska General Safety Code. Also Sewall & Logging Code See General Construction Safety Code
INDIANA Dept. of Labor Div. of Industrial Safety Safety Inspection Div.	Yes	ASA, B56.1 - 1959	See Alaska General Safety Code. Also Sewall & Logging Code See General Construction Safety Code
IOWA Dept. of Labor Div. of Industrial Safety Safety Inspection Div.	Yes	ASA, B56.1 - 1959	See Alaska General Safety Code. Also Sewall & Logging Code See General Construction Safety Code
KANSAS Dept. of Labor Div. of Industrial Safety Safety Inspection Div.	Yes	ASA, B56.1 - 1959	See Alaska General Safety Code. Also Sewall & Logging Code See General Construction Safety Code
LOUISIANA Dept. of Labor Div. of Industrial Safety Safety Inspection Div.	Yes	ASA, B56.1 - 1959	See Alaska General Safety Code. Also Sewall & Logging Code See General Construction Safety Code
MAINE Dept. of Labor Div. of Industrial Safety Safety Inspection Div.	Yes	ASA, B56.1 - 1959	See Alaska General Safety Code. Also Sewall & Logging Code See General Construction Safety Code
MARYLAND Dept. of Labor Div. of Industrial Safety Safety Inspection Div.	Yes	ASA, B56.1 - 1959	See Alaska General Safety Code. Also Sewall & Logging Code See General Construction Safety Code
MASSACHUSETTS Dept. of Labor Div. of Industrial Safety Safety Inspection Div.	Yes	ASA, B56.1 - 1959	See Alaska General Safety Code. Also Sewall & Logging Code See General Construction Safety Code
MICHIGAN Dept. of Labor Div. of Industrial Safety Safety Inspection Div.	Yes	ASA, B56.1 - 1959	See Alaska General Safety Code. Also Sewall & Logging Code See General Construction Safety Code
MINNESOTA Dept. of Labor Div. of Industrial Safety Safety Inspection Div.	Yes	ASA, B56.1 - 1959	See Alaska General Safety Code. Also Sewall & Logging Code See General Construction Safety Code
MISSISSIPPI Dept. of Labor Div. of Industrial Safety Safety Inspection Div.	Yes	ASA, B56.1 - 1959	See Alaska General Safety Code. Also Sewall & Logging Code See General Construction Safety Code
MISSOURI Dept. of Labor Div. of Industrial Safety Safety Inspection Div.	Yes	ASA, B56.1 - 1959	See Alaska General Safety Code. Also Sewall & Logging Code See General Construction Safety Code
MONTANA Dept. of Labor Div. of Industrial Safety Safety Inspection Div.	Yes	ASA, B56.1 - 1959	See Alaska General Safety Code. Also Sewall & Logging Code See General Construction Safety Code
NEBRASKA Dept. of Labor Div. of Industrial Safety Safety Inspection Div.	Yes	ASA, B56.1 - 1959	See Alaska General Safety Code. Also Sewall & Logging Code See General Construction Safety Code
NEVADA Dept. of Labor Div. of Industrial Safety Safety Inspection Div.	Yes	ASA, B56.1 - 1959	See Alaska General Safety Code. Also Sewall & Logging Code See General Construction Safety Code
NEW HAMPSHIRE Dept. of Labor Div. of Industrial Safety Safety Inspection Div.	Yes	ASA, B56.1 - 1959	See Alaska General Safety Code. Also Sewall & Logging Code See General Construction Safety Code
NEW JERSEY Dept. of Labor Div. of Industrial Safety Safety Inspection Div.	Yes	ASA, B56.1 - 1959	See Alaska General Safety Code. Also Sewall & Logging Code See General Construction Safety Code
NEW MEXICO Dept. of Labor Div. of Industrial Safety Safety Inspection Div.	Yes	ASA, B56.1 - 1959	See Alaska General Safety Code. Also Sewall & Logging Code See General Construction Safety Code
NEW YORK Dept. of Labor Div. of Industrial Safety Safety Inspection Div.	Yes	ASA, B56.1 - 1959	See Alaska General Safety Code. Also Sewall & Logging Code See General Construction Safety Code
NORTH CAROLINA Dept. of Labor Div. of Industrial Safety Safety Inspection Div.	Yes	ASA, B56.1 - 1959	See Alaska General Safety Code. Also Sewall & Logging Code See General Construction Safety Code
NORTH DAKOTA Dept. of Labor Div. of Industrial Safety Safety Inspection Div.	Yes	ASA, B56.1 - 1959	See Alaska General Safety Code. Also Sewall & Logging Code See General Construction Safety Code
OHIO Dept. of Labor Div. of Industrial Safety Safety Inspection Div.	Yes	ASA, B56.1 - 1959	See Alaska General Safety Code. Also Sewall & Logging Code See General Construction Safety Code
PENNSYLVANIA Dept. of Labor Div. of Industrial Safety Safety Inspection Div.	Yes	ASA, B56.1 - 1959	See Alaska General Safety Code. Also Sewall & Logging Code See General Construction Safety Code
RHODE ISLAND Dept. of Labor Div. of Industrial Safety Safety Inspection Div.	Yes	ASA, B56.1 - 1959	See Alaska General Safety Code. Also Sewall & Logging Code See General Construction Safety Code
SOUTH CAROLINA Dept. of Labor Div. of Industrial Safety Safety Inspection Div.	Yes	ASA, B56.1 - 1959	See Alaska General Safety Code. Also Sewall & Logging Code See General Construction Safety Code
TENNESSEE Dept. of Labor Div. of Industrial Safety Safety Inspection Div.	Yes	ASA, B56.1 - 1959	See Alaska General Safety Code. Also Sewall & Logging Code See General Construction Safety Code
TEXAS Dept. of Labor Div. of Industrial Safety Safety Inspection Div.	Yes	ASA, B56.1 - 1959	See Alaska General Safety Code. Also Sewall & Logging Code See General Construction Safety Code
UTAH Dept. of Labor Div. of Industrial Safety Safety Inspection Div.	Yes	ASA, B56.1 - 1959	See Alaska General Safety Code. Also Sewall & Logging Code See General Construction Safety Code
VERMONT Dept. of Labor Div. of Industrial Safety Safety Inspection Div.	Yes	ASA, B56.1 - 1959	See Alaska General Safety Code. Also Sewall & Logging Code See General Construction Safety Code
VIRGINIA Dept. of Labor Div. of Industrial Safety Safety Inspection Div.	Yes	ASA, B56.1 - 1959	See Alaska General Safety Code. Also Sewall & Logging Code See General Construction Safety Code
WASHINGTON Dept. of Labor Div. of Industrial Safety Safety Inspection Div.	Yes	ASA, B56.1 - 1959	See Alaska General Safety Code. Also Sewall & Logging Code See General Construction Safety Code
WEST VIRGINIA Dept. of Labor Div. of Industrial Safety Safety Inspection Div.	Yes	ASA, B56.1 - 1959	See Alaska General Safety Code. Also Sewall & Logging Code See General Construction Safety Code
WISCONSIN Dept. of Labor Div. of Industrial Safety Safety Inspection Div.	Yes	ASA, B56.1 - 1959	See Alaska General Safety Code. Also Sewall & Logging Code See General Construction Safety Code
WYOMING Dept. of Labor Div. of Industrial Safety Safety Inspection Div.	Yes	ASA, B56.1 - 1959	See Alaska General Safety Code. Also Sewall & Logging Code See General Construction Safety Code

* ASA Standard Applies in Absence of Specific Code.

ASA, B56.1 - 1959 - This code, copies of which may be purchased from the American Society of Mechanical Engineers, New York, covers construction, operator instruction, and maintenance.

DA drops in on the SHOWS

Here are some of the top products to be displayed when the Material Handling Institute opens its regional show in Boston or when the Western Packaging and Handling Show opens in July

WESTERN

Time—July 19-21

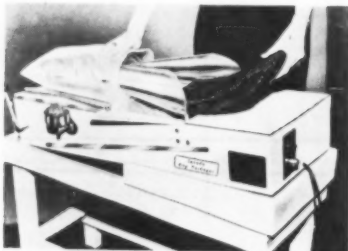
Place—

Pan Pacific Auditorium,
Los Angeles, Calif.

Advance registration—

Clapp & Poliak,
759 Monadnock Bldg.,
San Francisco 5.

Modern Bag Packager



Errich International Corp. will show its bag packager, which cuts packaging labor costs up to 80%, at the LA show

Circle 78 on Card, Facing Page 82

Fills Glass, Plastic

Filling machines for glass, plastic, tin, and paper containers will be featured by the Arthur Colton Co.

Circle 79 on Card, Facing Page 82

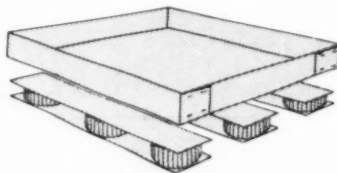
Measures Gummed Tape



Table-model electric gummed tape machine by Better Packages, Inc., measures, moistens, and cuts tape

Circle 80 on Card, Facing Page 82

Expendable Pallet Line



Signode Steel Strapping Co. will show samples of its expendable pallet series for use with forks

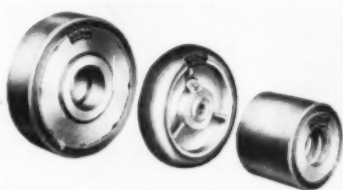
Circle 81 on Card, Facing Page 82

Feeder for 100-lb Bags

Bemis Brothers Bag Co. will introduce the Auto-Mac, a new multi-wall-bag feeder for filling bags in the 100-lb size range. It can be linked with scales, conveyors, and closers

Circle 82 on Card, Facing Page 82

Durothane Wheels



Durothane pallet, caster, and lift truck wheels will be on display at the Divine Brothers Co. booth in the MHI's regional show at Boston

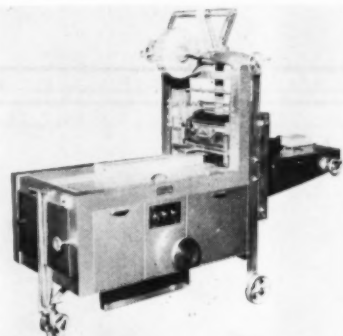
Circle 83 on Card, Facing Page 82

Light-Weight Dockboards

Seven types of light-weight dockboards are produced by F. H. Langsenkamp Co. Made of aluminum alloy, they feature a skid-proof surface that gives protection even when wet

Circle 84 on Card, Facing Page 82

Package Bander



Schooler Manufacturing Co. will show an automatic machine for banding one or more rectangular packages

Circle 85 on Card, Facing Page 82

Vibrator for Bulk



A new locking wedge mounting device is featured on the new vibrator to be featured by Martin Engineering

Circle 86 on Card, Facing Page 82

Fork-Trucks Attachments

At Cascade Manufacturing Company's booth in Boston, engineering specialists on fork-truck attachment design will be on hand to help find solutions to handling problems. The exhibit will feature an attachment for palletless handling. This device permits sheet handling of unitized loads. Other attachments will be paper-roll clamps, rotating aprons with forks, side-shifting carriages, and hydraulic load handling clamps

Circle 87 on Card, Facing Page 82

New Lift-Truck Line



Crown Controls Co., Inc., plans to unveil its new line of powered lift trucks, a group of 19 models

Circle 88 on Card, Facing Page 82

If you can't make the shows, use DA's Reader Service Card facing Page 82 for additional information on the displays.

Walkie-Type Truck



Among the trucks featured by Lewis-Shepard will be a new walkie with dynamic braking, controlled plugging

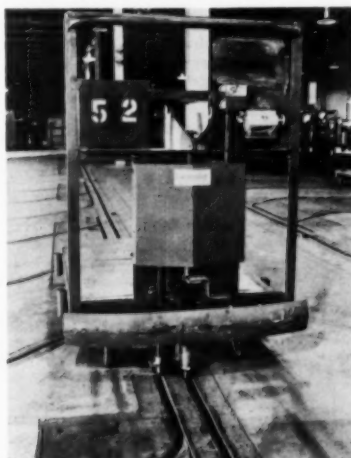
Circle 89 on Card, Facing Page 82

Protective Packaging

A new inner packing by Spaulding Fibre Co., Inc., consists of sheets with large V-shaped corrugations. It is non-abrasive, light and will not fray. Each V protects a part from contact with the others

Circle 90 on Card, Facing Page 82

Tow-Cart Switches



Automatic, mechanically controlled switching of tow carts will be the feature of the SI Handling exhibit

Circle 91 on Card, Facing Page 82

New Pallet Racks

At the Boston show, Palmer-Shile Co. will introduce a new pallet rack which can be easily adjusted. Details on this product were not available when DA went to press

Circle 92 on Card, Facing Page 82

NEW ENGLAND

Time—June 6-8

Place—

Commonwealth Armory,
Boston, Mass.

Educational Program—

Conducted by the
American Material Handling
Society, Inc.

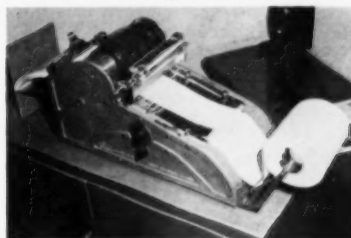
Stand-Up Fork Truck



In the Yale & Towne booth, one of the trucks will be the K47-20 stand-up electric-powered fork lift truck

Circle 93 on Card, Facing Page 82

Label Printing Machine



A label printing machine which can use movable rubber type will be shown by Weber Marking Systems, Inc.

Circle 94 on Card, Facing Page 82

Safety-Lock on Racks

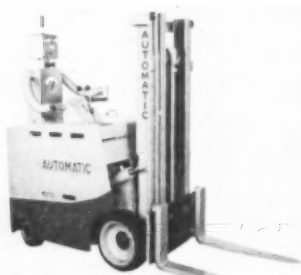
A new safety load-locking device has been incorporated into the racks made by Acme Steel. Protection is provided against accidental disengaging of the beams caused by jolting

Circle 23 on Card, Facing Page 82
(Please Turn Page)

DA drops in on the SHOWS . . .

(Continued from Preceding Page)

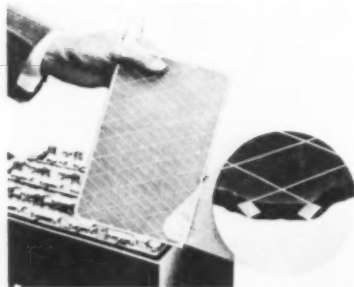
Remote-Control Lift



An Automatic Transportation Co. stand-up type lift truck will be operated by Otto without the help of guide lines or wires. Through radio control, it lifts and steers

Circle 95 on Card, Facing Page 82

New Battery Plate



Gould-National Batteries, Inc., will display its Silconic battery plate which gives top performance at low cost. Inset shows positive grid, coated to cut self discharge

Circle 96 on Card, Facing Page 82

Stevedoring Lift Truck



Baker Industrial Trucks plans to feature a 7000-lb capacity lift truck for stevedoring. A triple-mast lift and LP-gas truck will be on display

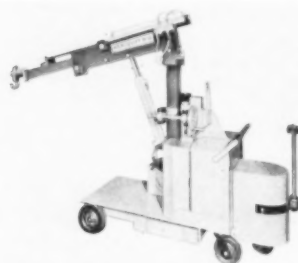
Circle 97 on Card, Facing Page 82

New Fuel Cell

Exide will have on display a vehicle powered by its new zinc-oxygen fuel cell, a power source now under study for use on materials handling trucks. For additional data on this development see the New Product on Page 49

Circle 98 on Card, Facing Page 82

Hydraulic-Boom Crane



The Herculift M-10, produced by The Colson Corp., can lift and spot loads up to 2½ tons. Boom raises 9 ft

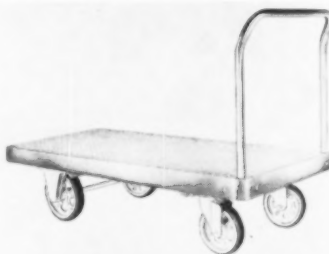
Circle 99 on Card, Facing Page 82

Three New Lift Trucks

Allis-Chalmers Manufacturing Co. will introduce three new high lifts in the 3000-5000-lb capacity area. Additional information on this line appears on Page 48 of this issue

Circle 1 on Card, Facing Page 82

Aluminum Platform Truck



Of particular interest to terminal operators and warehousemen will be Nutting's aluminum platform truck

Circle 100 on Card, Facing Page 82

Fork-Lift Attachment

A new safety-lock fork-lift attachment for moving motors and dies is available from Merrill Brothers. It slips easily onto the forks without the use of wrenches or other tools

Circle 101 on Card, Facing Page 82

Kraft Paper with Stretch

New extensible kraft paper with "two-way stretch" reduces breakage of multi-wall bags. This heavy duty package material is illustrated in fact sheets from Hollingsworth and Whitney.

Circle 111 on Card, Facing Page 82

Adhesive Selection

A technical service bulletin from Paisley Products, Inc., explains why surfaces and methods determine which adhesive is best suited to your needs. It covers penetration and film strengths, gives handling hints.

Circle 112 on Card, Facing Page 82

Easy-View Cargo Handlers

No matter what you make, store, or transport, Palletainers by Union Steel Products Co. can provide cost-cutting measures. New book shows types available. Capacities range from 2000 to 6000 lb with eight-way entry.

Circle 113 on Card, Facing Page 82

Marking Equipment

Algene describes its array of marking equipment with everything from ink to applicator in a new brochure. Roller printers work on burlap, waxed surfaces, asbestos, other hard-to-print-on surfaces.

Circle 114 on Card, Facing Page 82

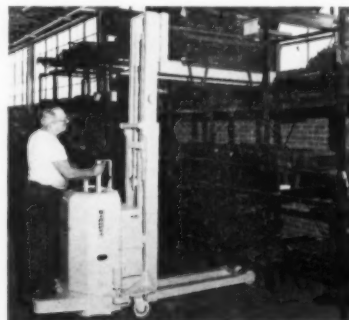
Truck-Loading Lift



Towmotor's new Van-Stack lift trucks are less than 6-ft high and can be negotiated in 3-ft warehouse aisles

Circle 102 on Card, Facing Page 82

Electric Lift Trucks



A new series of rider electric lifts is announced by Barrett-Cravens. They are high-speed trucks on walkie chassis

Circle 103 on Card, Facing Page 82

Literature from the AMA Packaging Show

New literature introduced at the recent American Management Association's Packaging Exposition can aid you with solutions to your packaging problems. For copies, use the Reader Service Card facing page 82.

Portable Bag Closer

Facts on Fischbein's bag closing equipment are presented in catalog form to show you how easily and efficiently the various closing machines operate.

Circle 115 on Card, Facing Page 82

Polyethylene-Coated Kraft

St. Regis Paper Co. has a new process of coating kraft paper with polyethylene for superior moisture barrier protection in multi-wall bag production.

Circle 116 on Card, Facing Page 82

Wooden Pallet Life Doubled

Signode Steel Strapping is introducing a wooden pallet strengthened for longer life with strapping run through sawn kerfs in ends of top and bottom deck boards, held by screw nails.

Circle 117 on Card, Facing Page 82

Round Corner Fibre Drums

The new line of round corner, convex sided fibre shipping drums made by Greif Brothers Cooperage Corp. is pictured in a new pamphlet.

Circle 118 on Card, Facing Page 82

Bag Protection Pallet

The bag protection pallet with inter-fold corner from Southern Products Corp. wraps around a base load of bags to form a sturdy bottom during fork lift travel. New flyer illustrates use.

Circle 119 on Card, Facing Page 82

Veneers for Packaging

A veneer core overlaid with kraft or white facings makes the solid packaging panels illustrated in literature from Weyerhaeuser Co.'s Silvatek Division. You'll find thicknesses range from 1/8 to 1/4 in.

Circle 120 on Card, Facing Page 82

Barrel and Drum Member Roster

A roster of the National Barrel and Drum Association's members who re-conditioned 40 million steel drums in 1959 is available.

Circle 121 on Card, Facing Page 82

Carton Closing by Hand

International staplers are designed especially for carton closing with extra features for sure control, low fatigue, and increased production. Learn how you can benefit.

Circle 122 on Card, Facing Page 82

Which Polyethylene Film?

U. S. Industrial Chemicals Co. has prepared an informative data sheet on polyethylene films and how to pick one with regard to Commercial Standard CS227-59.

Circle 123 on Card, Facing Page 82

Strapping Tape Dispenser

A folder from Permacel shows the many uses of its strapping tapes and dispenser which speed unitizing, palletizing, bundling, sealing—all with one hand.

Circle 124 on Card, Facing Page 82

Padded Shipping Bags

Jiffy tells everything about its padded bags for parcel shipping in a new folder. You'll learn how to make packing easy, reduce packing supplies and time.

Circle 125 on Card, Facing Page 82

New High-Lift Truck

The Elwell-Parker line of electric lift trucks will include a new model built in 3000 and 4000 lb capacities. Other features include fast lifting, maneuverability, easy maintenance.

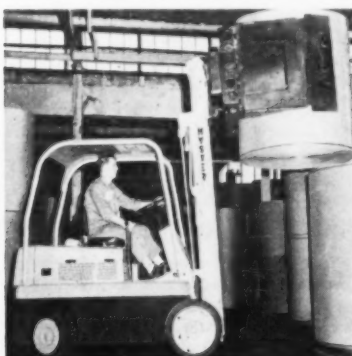
Circle 104 on Card, Facing Page 82

Personnel Carrier

In addition to its industrial trucks, Moto-Truc Co. manufactures a parcel and personnel carrier which operates on electricity. This truck can be operated at speeds up to 10 mph.

Circle 105 on Card, Facing Page 82

Three-Stage Uprights



Hyster Co. will introduce lift trucks with three-stage uprights and pneumatic tires in the 6000-8000 class.

Circle 106 on Card, Facing Page 82

Side-Shift Attachment

Among the recent innovations from Clark Equipment Co. is a new side-shifter-slope piler attachment. It is designed for fork trucks of the 15,000-20,000 lb class.

Circle 107 on Card, Facing Page 82

Truck Dock Protector



A permanently installed truck dock protection that cuts refrigeration loss will be in the Frommelt booth.

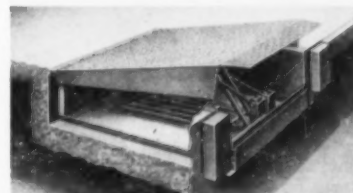
Circle 108 on Card, Facing Page 82

Light-Weight Pallet Truck

The Raymond Corp. supplements powered equipment with a light-weight pallet truck which low-lifts hydraulically.

Circle 11 on Card, Facing Page 82

Manually-Operated Ramp



Globe Lift will show a spring counter-balanced dock leveler, manually operated but having an automatic lip.

Circle 109 on Card, Facing Page 82

Display of Casters

A line of specialty casters and military casters will be displayed in the Faultless Caster Corp. booth.

Circle 110 on Card, Facing Page 82

Rugged Platform Trucks

Capacities as high as 3000 lb are offered in the platform truck line manufactured by the Lansing Co. Special superstructures to meet the individual user's need are available.

Circle 15 on Card, Facing Page 82

Elevating Tailgate

At the H. S. Watson booth, elevating tailgates for stake and van bodies will be on display. High capacity per pound of installed weight and single-lever control are advantages.

Circle 17 on Card, Facing Page 82



NEW PRODUCTS

.... FOR FURTHER INFORMATION

Fork-Lift Trucks

Three new lift trucks in the 3000, 4000, and 5000-lb capacities, powered by gasoline, LP gas, or diesel engines, have been announced by the Engine-Material Handling Div., Allis-Chalmers Mfg. Co. The models are equipped with either standard transmission or, as optional equipment,



power-shift torque converter drive. A safety feature is the emergency brake with two shoes that expand internally to the emergency brake drum for positive holding. This is entirely independent of the standard hydraulic braking system. A 5-in. longer wheelbase and trunnion-type steer axle gives the new trucks stability, gradeability and steering ease.

Circle 1 on Card, Facing Page 82

Portable Dictating Machine

A tiny, magnesium light, 2 lb, 8 oz, portable recorder is available from Dictaphone Corp. Fully transistorized and never needing a plug-in, this little mike can be held in your hand or clipped to your lapel. Each convenient magazine holds 60 min of dictation.

Circle 31 on Card, Facing Page 82

Steel Strapped Pallet

The Signode Steel Strapping Co. is offering a wooden warehouse pallet reinforced with a specially made $\frac{3}{4}$ x .035 in. plastic coated steel strapping which has been treated to bend well and be nailable. The new pallet is available with two and four-way entry.

Circle 32 on Card, Facing Page 82

High-Capacity Trailer

Brown Trailer Div. has introduced a new exterior post aluminum trailer designed to give more room for cargo per pound of trailer weight. A special



design one-piece leak-proof roof, a rugged rear frame and rear doors, new 25-in. wide .063 skin sheets, and a special-design extruded post construction are some of the new features.

Circle 33 on Card, Facing Page 82

Electric Hand Cart

A new 5-ft long and 2-ft wide electrically driven hand cart has been designed and is offered by New Design and Development Corp. Heavy-duty rubber belts 4-in. wide, propelled by a General Electric motor, move the



cart and load over the stairs. The operator only guides and balances the load, reducing physical strain and the danger of merchandise damage. Automatic braking is provided so that with power interrupted, the cart will not move.

Circle 34 on Card, Facing Page 82

Cord Strapping

The Industrial Packaging Department of American Viscose Corp. announces Avistrap, a high-tenacity rayon cord strapping which offers shippers economy, ease of handling, and safety. Since the coils weigh approximately 21 lb, complete with disposable spool, they may be changed in seconds, and there is no unwrapping or complicated changing of reels.



Damage is reduced with regard to shipping cartons. The highly-flexible cord strapping tightens around corners without cutting cartons; when properly tensioned, it cannot harm merchandise, and it will not rust. A company or product name, or both, may be clearly imprinted for quick identification and helps to reduce pilferage by full and clear designation of ownership.

Circle 35 on Card, Facing Page 82

Skid-Proof Coating

A new palletizing non-skid coating for bags, cartons, and containers is announced by Adhesive Products Corp. This highly concentrated liquid coating can be diluted infinitely with water and sprayed directly on the container. When dry it forms a non-skid surface which is waterproof and oil-resistant.

Circle 36 on Card, Facing Page 82

and EQUIPMENT

PLEASE USE READERS' SERVICE CARD • • PAGE 82

Stand-Up Fork Lift

A new 2000-lb capacity automatic drive fork-lift truck has been produced by Mobilift Co., Div. of Minneapolis-Moline Co. The automatic drive eliminates gear shift and reduces wear on engine, brakes, and tires as it transmits power for either forward or reverse direction. Speed in materials handling is increased by the stand-up end control design which en-



ables the driver to get on or off the truck quickly. This unit is particularly efficient when working in narrow aisles or inside closed vans. It turns end-for-end without stopping with 360-deg steering and zero inside turning radius. Proper low weight distribution affords continuous traction unloaded or loaded. A three-cylinder air-cooled engine requires no water or anti-freeze, water jackets, pumps, or radiator.

Circle 37 on Card, Facing Page 82

Colored Floor Markers

Self-sticking markers, furnished in four bright fadeproof colors, have been developed for industrial floor use by W. H. Brady Co. Made of .005 in. thick vinyl, they will withstand truck traffic and are unaffected by oil, grease, acids, etc. Application of the markers is quick and easy. Simply remove the zip-tab liner which protects the adhesive on the back of the marker and apply to any clean, dry surface.

Circle 38 on Card, Facing Page 82

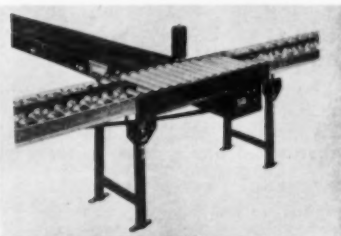
Zinc-Oxygen Fuel Cell

Exide Industrial Div., The Electric Storage Battery Co., is introducing a rechargeable zinc-oxygen fuel cell that will be several times more powerful per cubic foot than any cell so far demonstrated. Agreements have been made with the nation's materials handling equipment manufacturers to study the possibility of developing an adaptation of this fuel cell to power electric industrial trucks. It is predicted that such a cell will be able to provide enough power to keep an electric industrial truck going continuously in heavy-duty service for 16 to 24 hours before the fuel cell would need to be recharged. This zinc-oxygen cell can be reversed, recharged electrically, to restore its full power potential.

Circle 39 on Card, Facing Page 82

Live-Roller Transfer Unit

The Rapid-Standard Co. offers a live-roller transfer section which enables materials to be merged from two conveyor lines into one line or



from a single line into two lines. These units can be inserted at any point along an adjustable pressure conveyor. They are powered by the same belt that drives the main conveyor line.

Circle 40 on Card, Facing Page 82

Self-Adhesive Foam Sheet

A self-adhesive polyurethane foam in sheet form is a new product manufactured by The Morgan Adhesives Co. Available in graduated sizes from 1/8 to 4 in. thickness this sheeting will bond itself to either porous or smooth surfaces.

Circle 41 on Card, Facing Page 82

Lock Ring for Containers

A new bolt-type locking ring and redesigned drum cover for 55-gal steel drums is being offered by Inland Steel Container Co. This new ring is reinforced by heavy forged lugs which

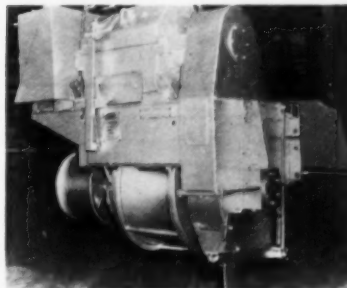


grip the entire contour of the ring. When a severe impact occurs, the lugs remain intact holding the cover securely in place, keeping the drum fluid-tight.

Circle 42 on Card, Facing Page 82

Cargo Winch

Cargo winches for vertical mounting are being built by Lake Shore, Inc. Mounted to the kingposts, the cable will be led directly up the kingpost, thus eliminating heel blocks. This will



provide increased, usable deck space with elimination of rigging on the deck from winch to heel blocks or permit larger hatch openings for easier cargo handling.

Circle 43 on Card, Facing Page 82

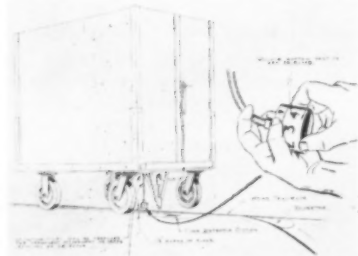
(Please Turn Page)

New Products and Equipment

(Continued from Preceding Page)

Automatic Truck Selector

A newly designed radio frequency selector for its automatic Towveyor truck systems is available from Jervis B. Webb Co. The new selector is designed for in-floor dragline systems requiring less than six transfer points



or loading and unloading stations. Simply by the setting of a dial the selector will, through the use of low frequency radio signals, both route a truck and announce its arrival at a predetermined transfer point or loading station. Employees working away from station or transfer points can be alerted to the truck's approach.

Circle 44 on Card, Facing Page 82

Hydraulic Power Sweeper

A new type of power sweeper, operated with a sealed hydraulic drive system, is offered by The Hydra-Action Co. This sweeper uses an 18-hp motor to operate a sealed hydraulic

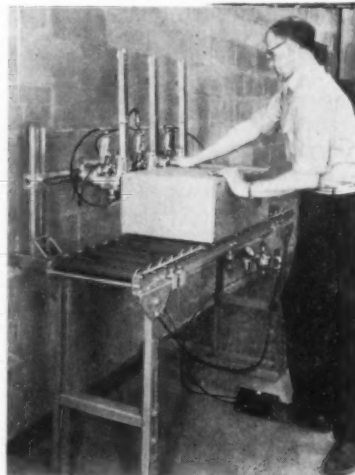


drive system that transmits power to the rear wheels. With only one foot pedal, the operator can go forward, reverse, change speeds, and apply the brakes. This unit has no transmission, clutch, or drive chain and does not require the usual sweeper adjustments. Turning radius is only 53½ in.

Circle 45 on Card, Facing Page 82

Air-Driven Stapling Head

A self-contained air-driven stapling head designed for ease in mounting directly on a conveyor, bench, or



packing table has been introduced by Bostitch, Inc. Built for wide-crown staples, the new heads are ideal components for making simple multiple-head installations which will drive several staples simultaneously. Such a series of gang-mounted heads can seal an entire container in one operation. This unit is easily adjusted to accommodate different box sizes and corrugated board thicknesses without the use of tools.

Circle 46 on Card, Facing Page 82

Industrial Platform Truck

The Prime Mover Co. has an industrial platform truck listed under Classification "G" by Underwriters' Laboratories, Inc. Safety features on

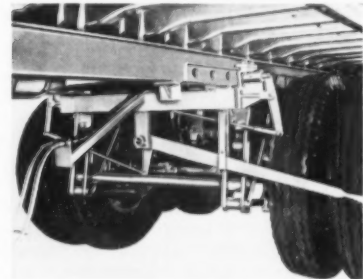


the truck include protective fuel tank cap, special fuel line and fittings, individual breakers on all electrical circuits, and spark arrester muffler. Capacity is 1000 lb with cargo area of 18 sq ft.

Circle 47 on Card, Facing Page 82

Adjustable Tandem Mounting

Fruehauf Trailer Co. has improved its adjustable highway trailer under construction. Improved sliding action is achieved through the use of new lubricated bronze bearings. This unit



allows an operator to change tandem locations and balance his cargo in a matter of minutes. The salt-resistant bearings are lubricated by pressure fittings which feed grease into the "V" shaped distribution grooves on the surface of each bearing.

Circle 48 on Card, Facing Page 82

Safety Rack Load Locking Device

New safety load lock from Acme Steel is integral part of rack beam. Locked or unlocked with one hand, it stays anchored under toughest jolts. Circle No. 23.

Three New Lift Trucks in Series

Three new lift trucks from Allis-Chalmers handle capacity loads from 3000 to 5000 lb. All have new power-crater engine for top-flight air and fuel mix. Circle No. 1.

Protection Services Are Automatic

American District Telegraph Co. clients get modern full-time protection against fire, burglary, holdup, other hazards plus regular "depth" inspections. Learn how you can too. Circle No. 16.

Gas-Operated Fork Lift Sans Clutch

You get a simplified power package with Automatic's gas-operated lift truck without the bother of clutch or hydraulic torque converter. It delivers loads up to 10,000 lb on cushion tires. Circle No. 3.

Big Truck Cost Cut

You can save 30 per cent on fuel costs, increase pump life by 50 per cent, and reduce initial costs with Automatic's gas lift truck. Bulletin gives details. Circle No. 22.

Erase Lift Truck Downtime Costs

Brochure from Clark Equipment tells how fast you can get vital truck parts and reduce downtime costs and production lag. Circle No. 77.

Fork Lift for Budget-Minded

If you're counting pennies or aligning a budget, plan an Elwell-Parker electric lift truck into your over-all design of profitable peak production. New catalog just released. Circle No. 19.

Air-Powered Hydraulic Dockboards

Custom engineered for terminals, warehouses, and plants are the dockboards from Freightliner Corp. They require no electrical power at the dockboard. Circle No. 10.

Power Lift Trucks

Crown Controls Co., Inc., announced a low cost power-propelled lift truck specifically designed for light and medium-duty handling applications. The unit is rated at 1500-lb capacity,



57-in. lifting height, with a total overall length of only 54 in. Nineteen

different power-propelled models are available in both telescopic and fixed mast types. Lifting heights range from 54 to 130 in.

Circle 49 on Card, Facing Page 82

Chain-to-Chain Connectors

Links to provide a detachable chain-to-chain connection for making endless slings is being offered by American Chain Div., American Chain & Cable Co., Inc. These links were developed to meet situations in indus-



try where normal endless slings cannot be satisfactorily applied to the proper position on the load being handled. The C link assemblies are fabricated in 1/4 in. x 2 ft, 3/8 in. x 2 ft, and 1/2 in. x 2 ft sizes which include the link attached to a 2-ft section of alloy chain.

Circle 50 on Card, Facing Page 82

Crane Dolly

Auto Crane Co. is offering an auto crane dolly unit featuring the combination of battery-powered hoist and boom. Operated by simple push button controls, the unit may be used for precision spotting and other materials handling jobs requiring a high de-



gree of control. The 9-ft boom may be raised or lowered under load. The dolly is ruggedly constructed, yet highly maneuverable, since all the casters swivel 360-deg under heaviest load. Available in six models, it can be used with light to 3000-lb loads and for vehicle, dolly or stationary use.

Circle 51 on Card, Facing Page 82

Literature from the Advertisements

Listed below are brief descriptions of catalogs, brochures, booklets and other literature offered by advertisers in this issue of DISTRIBUTION AGE. To get your copies of the items offered, simply circle the appropriate number on the Reader Service Card, facing Page 82.

Siliconic Plate Battery

Gould-National batteries bring all the benefits of electric fork truck performance plus prevention of grid corrosion. A siliconic plate gives 25 per cent longer battery life. Circle No. 5.

Truck Rentals Equal Expanded Fleet

Expand your fleet during peak delivery periods with Hertz Truck Rental Service. Stakes, vans, panels, pickups are always ready. They're yours by the hour, day, week, or longer. Circle No. 24.

Cushion-Tire Lift Trucks

Hyster's gas-operated fork lifts run on cushion tires. Right foot controls power and shifting while left foot controls inching and braking. That's Monotrol, for you. Circle No. 7.

Wood-Top Platform Trucks

Rugged reliability of Lansing Co.'s platform trucks helps handle capacities up to 3000 lb with low maintenance cost. Superstructures are available. Circle No. 13.

MH Equipment Selector Guide

Original or replacement equipment for in-plant handling and warehousing can be selected easily from Lewis-Shepard's condensed equipment catalog. Circle No. 20.

Two Drive Wheels on Lift Truck

The dyna-dual power unit by Lift Trucks, Inc., is interchangeable on all truck models. It has two driving wheels, not just one, plus easier steering. Circle No. 15.

In-the-Floor Freight Handling

Link-Belt Co. makes Trukveyor, the in-floor freight handling system, to ease warehouse congestion, expedite shipments, save money-making floor space. Circle No. 9.

Top Truck Performance Looks Good

Diesels from Mack Trucks wrap their high performance records in clean-cut appearance, solid style lines without sacrificing savings. Circle No. 4.

Hand Trucks, Pallets, Ramps

Handling ease is a built-in feature of the hand trucks, ramps, and pallets from Magnesium Co. of America. They're described and illustrated in new literature. Circle No. 18.

Wall Chart of Terminal Points

New wall chart from McLean Trucking Co. pinpoints its terminal cities with points served near each. Preventive maintenance keeps your shipments on schedule. Circle No. 25.

Solids Hold Fast Rim

The Monarch Rubber Co. has developed a solid which consistently defies metal scraps and chemicals aided by heat to separate tread from rim. Circle No. 14.

Temperature, Time Recorder

New recording thermometer by Pacific Transducer Corp. has four ranges with spring clock movement for cold storage use in warehouse or in-transit. Pack it with the load. Circle No. 12.

Coordinated Transportation

If you can't see coordinated transportation in action at the REMS Show in San Francisco June 13 to 16, take an arm-chair tour of Pullman-Standard's piggy-back, containerization progress. Circle No. 8.

Hydraulic Pallet Truck

Pallet truck from The Raymond Corp. can complement present power equipment, speed-up in-process handling, move short hauls up to 3000 lb. All with 270 deg turning radius. Circle No. 11.

Visible Warehouse Record System

Learn about the visible record system used by public warehouses to reduce clerical work and improve customer services. Remington Rand has the warehousing method sheets. Circle No. 6.

Piggy-Back from North to South

Seaboard Air Line Railroad's piggy-back service between North and South can help you with your transportation problems. All the facts are yours for the asking. Circle No. 26.

Lease, Rent, Buy MH Equipment

Capital-saving services are a specialty with Towmotor-Gerlinger. Many lease with out down-payment, rent without cash outlay, buy and save as they pay. You can, too. Circle No. 2.

Portable Pallet Racker

New pallet racker from Material Handling Division of Union Asbestos and Rubber Co. converts standard pallets into low-cost portable racks. Stack ceiling high, rigidly. Circle No. 21.

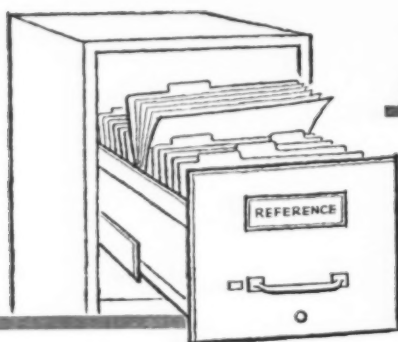
Elevating Tailgates

Your stake and van trucks should be equipped with H. S. Watson Co.'s elevating tailgates if you want to expedite shipments via single lever control. Automatic lock too. Circle No. 17.

Electric Trucks in 2000-lb Range

Ever watch a lift truck with infinite speed variation? Yale industrial lift trucks have it for close-in inching along with smooth right-angle turns. Brochure shows all benefits. Circle No. 27.

DISTRIBUTION AIDS



- Catalogs
- Specifications
- Directories
- Case Studies
- Reports

Warehouse Operation Study



A study completed at the Quackenbush Warehouse Co., Scranton, Pa., disclosed that extensive use of Towmotor Corp. fork lift trucks in all phases of warehousing operation has reduced operating costs. Some of the savings achieved by Quackenbush are a 50 per cent reduction in handling time, a 1/3 increase of usable warehouse space, and a 10 per cent cut in overtime labor.

Circle 52 on Card, Facing Page 82

Daily Time Schedule

T.I.M.E., Inc., has prepared a new daily schedule showing pickup and delivery dates for shipments to cities in 35 states. Forty pages of schedules to both direct line points and to points served by through-trailer service are included. This schedule can be used to determine when to ship and when to order for receipt on a given day.

Circle 53 on Card, Facing Page 82

Distribution Center

The facts about the Chattanooga Warehouse & Cold Storage Co. are given in a sheet recently released. Services and facilities are listed.

Circle 54 on Card, Facing Page 82

Gasoline-Powered Trucks

New literature from Baker Industrial Trucks Div. of Otis Elevator, describes three gasoline-powered trucks designed to combine high performance with low maintenance and low initial cost. Tables of dimensions, capacities, weights, and speeds and details of design and construction are given.

Circle 55 on Card, Facing Page 82

Routing Directory

A new 72-page routing directory is offered by Interstate Motor Lines. It includes three operational maps showing company routes and 16 major city commercial zone maps along with other valuable information for shippers and receivers of freight.

Circle 56 on Card, Facing Page 82

Industrial Plant Location

For information on industrial sites in the western and southwestern states write for the informative booklet prepared by the Southern Pacific Co. It gives advice on picking a plant site, laying out plans for spur tracks, utility and highway access, and other planning activities.

Circle 57 on Card, Facing Page 82

Fire Protection Booklet

Fifteen different types of fire protection for extinguishing and controlling all types of fire are described and illustrated in a new brochure presented by Rockwood Sprinkler Co.

Circle 58 on Card, Facing Page 82

Fork Truck Selection

Materials handling engineers with unusual handling problems will be interested in an eight-page brochure "Standards vs. Specials" published by Automatic Transportation Co. Five pages of illustrations show both types of trucks presently being used by industry, plus additional literature on various other models.

Circle 59 on Card, Facing Page 82

Electric Powered Truck

Cushman Motors in an illustrated pamphlet describes its new 780 Truckster which carries an 800-lb payload at a total operating cost of less than one cent per mile. Accessories and specifications are also given.

Circle 60 on Card, Facing Page 82

Low-Clearance Fork Lifts

Clark Equipment Co. has three new low-silhouette battery-powered fork trucks which are intended primarily for low clearance operations such as loading and unloading highway trailers. Drawings and facts on the new additions are available in brochure form. Charts give lift heights and lifting speeds.

Circle 61 on Card, Facing Page 82

Four-Wheel Hand Truck

Double angle construction provides maximum strength and easy deck removal on the new hand truck made by SI Handling Systems, Inc. A fact sheet in three colors pictures the truck and its main features. Special wheel tread is molded on rubber wheel which has shielded ball bearings.

Circle 62 on Card, Facing Page 82

Industrial Scale Folder

Toledo Scale is offering a new piece on its full line of industrial weighing equipment. Fifty-six illustrations and descriptions help in determining the type of scale suited for the particular job. Specifications and capacities are listed for each model.

Circle 63 on Card, Facing Page 82

Pressure-Sensitive Products



Now available from Mystik Adhesives Products, Inc. is a revised industrial manual containing information on its full line of industrial tapes, bulk adhesives, coatings, and other pressure-sensitive products. Products are cross-indexed. The cross index saves time for the industrial specifier and helps him find the exact product for any job.

Circle 64 on Card, Facing Page 82

V For prompt service, use the postage-free postcard provided to obtain **FREE LITERATURE** and **NEW PRODUCT** information described in this issue. All material on these pages is **FREE** unless otherwise noted.

Aluminum Dockboard



New from F. H. Langsenkamp is a compilation of the facts about its aluminum dockboard and how it can economically solve your materials handling problems. The brochure points out how the use of special aluminum alloys allows the dockboard to support twice the load with half the weight of comparable sized dockboards.

Circle 65 on Card, Facing Page 82

Plywood Handling

A case history bulletin from Lewis-Shepard Products, Inc., shows how dimensional planning and the use of a special narrow-aisle truck resulted in extra storage capacity, more efficient stocking, and faster order picking for a plywood warehouse.

Circle 66 on Card, Facing Page 82

Expendable Pallets

Materials, Inc., would like to send you literature on its expendable pallet. Weighing less than 7 lb, it has been tested to more than 28,000 lb load. The strength of the pallet is the result of a rugged wood veneer that bolsters the corrugated paper body.

Circle 67 on Card, Facing Page 82

Electric Fork Truck

Now available from Elwell-Parker Electric Co. is an illustrated brochure describing its 6000-lb capacity industrial electric truck. Fully described is the carbon-pile speed control, designed to give operators greater control over speeds by providing smoother, step-less acceleration. Photographs, diagrams, and full truck specifications are included.

Circle 68 on Card, Facing Page 82

Dockboard Folder

Hammerslag Equipment Co. is offering a folder describing its line of dockboards. The new drop pin feature which automatically positions the dockboard between the rail and the dock is illustrated. A selection chart for proper length dockboard is also given.

Circle 69 on Card, Facing Page 82

Air-Power Stapler

New literature from Signode Steel Strapping Co. describes its air-power stapler. Cut-away views and light pattern photos illustrate the new improved features.

Circle 70 on Card, Facing Page 82

BOOKS

Packaging

A new book "Industrial Packaging" will serve as a valuable tool in helping to select materials, methods, and equipment necessary to prepare and protect merchandise for shipment and distribution. This 536-page book has many special features. It defines the basic principles of industrial packaging; includes new views, analysis, and data; and stresses latest equipment and methods as the important means to reduce the cost elements of the packaging function. The major divisions of the book are: Scope, Packaging Materials and Shipping Containers, and Packaging Methods and Equipment.

Copies of the book, priced at \$11.50, can be obtained from John Wiley & Sons, Inc., 440 Park Ave. S., New York 16, N. Y.

Bills of Lading

The 44-page booklet "How to Prepare and Process U. S. Government Bills of Lading" explains the revised Standard Forms approved by the General Accounting Office for government-wide use as soon as stocks become available. The new forms represent the first major changes in the GBL format since before World War II.

Designed for on-the-job use, the handbook contains sample fill-in entries and tells what type of information is called for on a block-by-block basis, how it should be entered and why such information is required.

Copies of the handbook, priced at 35 cents each, may be obtained from the Government Printing Office, Superintendent of Documents, Washington 25, D. C.

Air Shipping Guide

The Port of New York has prepared a new 36-page guide to air shipping. It gives facts and figures about the port and its many and varied facilities which should be of interest to anyone who ships or plans to ship via air and the port. International and domestic shipments are covered.

Circle 71 on Card, Facing Page 82

New Warehouse Directory

The 1960 edition of the Allied Distribution, Inc., Directory is being offered. It lists the names, addresses, telephone numbers, officials and pertinent information on the facilities and services offered by each of the ADI member warehouses.

Circle 72 on Card, Facing Page 82

Fork Truck Cost Calculator

How to estimate your industrial truck costs in minutes is explained in a 12-page brochure prepared by Lead Industries Assn. Charts show costs of depreciation, operation, and maintenance for both gasoline-powered and battery-powered trucks. What do they cost to own, to operate, to maintain? With the aid of this handy calculator you can get the complete answers to these questions. The charts do the paper work that could mean substantial savings in your operation.

Circle 73 on Card, Facing Page 82

EOCI Directory of Members

Electric Overhead Crane Institute is offering its 1960 Membership Directory. Companies, addresses, telephone numbers, and officials are given.

Circle 74 on Card, Facing Page 82

Lighting Regulation Chart

A 12-page pamphlet illustrated with drawings and photographs to clarify the new ICC lighting requirements has been prepared by Anthes Div., Gleason Corp. A summary chart of the major ICC safety equipment regulations is included.

Circle 75 on Card, Facing Page 82

Roofing Guide

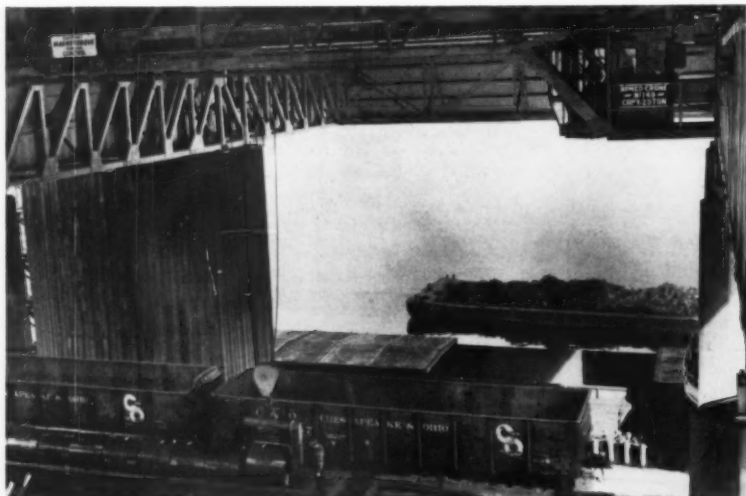


Illustrated brochure from The Monroe Co. covers common roof problems and recommends repairs and maintenance to overcome each. Included are such problems as flashing damage, and alligatored, blistered, torn, or open seams.

Circle 76 on Card, Facing Page 82

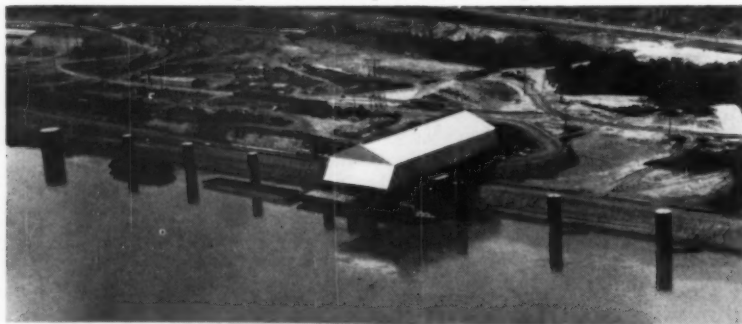
An integrated terminal

This terminal replaces a derrick boat which was inoperative during periods of high water with special trolley crane for expediting rail, highway, and water shipments of steel



Hot and cold rolled steel sheets, coils as well as coated steels pass through Armco Steel's Ohio River terminal. Three barges can be handled daily. Tonnages for day ranges from 800 to 1000 tons. Usual bridge travel is 125 ft, average hoist distance is 52.5 ft between tracks and barge

Twenty-ton crane is mounted inside terminal. It operates above all work areas. Trolley has 100-ft span. Crane uses magnet, packlifter, and clamshell bucket. Twenty rail cars can be stored on the tracks. Mechanical car puller moves them in terminal. Piers provide dock space for 13 barges



Terminal is equipped with floodlights for 24-hour operation. When river reaches the 44 ft stage, halting the use of railroad cars, trucks bring outgoing steel to the terminal. Truck roadway is usable up to 61-ft water level. This rise of water level occurs about 5 per cent of each year. The Ashland Works has seven shipping buildings all of which handle up to 100,000 tons a month. Barges are moored at the cement and steel piers.

Stanhaus calls for new techniques, research agency at TOC Convention

OVER 300 operations executives of the trucking industry took part in "Imagineering for Improved Operations Efficiency" during the 12th Annual Meeting of The Operations Council of the American Trucking Associations, Inc.

During four days of intensive brainstorming and general meeting sessions, the executives divided into nine groups for 54 workshop clinics.

At the end, these bosses of freight handling and movement carried away sheaves of notes, outlines, and diagrams of new and successfully tested service ideas,

The next Annual Convention of the TOC will open in Atlanta, Ga., June 1, 1961.

plans, and techniques. The phases covered included freight handling, terminal layout and design, handling personnel, communications, containerization, paperwork, and the other operations areas of the trucking business.

The meeting was called to order by Claude Wells, chairman of The Operations Council, and vice president-operations of McLean Trucking Co., Winston-Salem, N. C. "The theme of this meeting," he said, "sums up our aim: To apply imaginative thinking to the problems which confront us, and to share the fruits of our thinking with each other for the good of the trucking industry."

Stanhaus Is Keynoter

The first speaker was W. Stanhaus, president, Spector Freight System, Inc., Chicago. He keynoted the meeting by urging the trucking industry to set up a new research

New agency could develop vital techniques and research trucking interests without great economic burdens, TOC speaker feels

and development agency for operating techniques. Such an agency, he said, would be able to draw upon greater physical resources, greater scope of talent and ideas, without imposing great economic burdens on any of the participating companies.

"The industry has no choice but to find and develop means to do a better job more economically to offset increased costs," he warned.

After this address the members convened at the various workshop clinics. A schedule, arranged during registration, made it possible for every person to attend each workshop during the meeting.

The first luncheon speaker was A. B. Bray, general claim agent, East Texas Motor Freight, Dallas,

and second vice chairman of the National Freight Claim Council of ATA. To show the ratio of claims to revenues, he quoted data compiled in an ATA study last year. That study covered the operations of 112 highway carriers during the last half of 1958.

The combined revenues of these carriers, he said was \$500 million. Their claims were \$7.5 million gross or \$5.3 million net. "Multiply these figures by 3000 or 4000 carriers and it will make the national debt look like small change," he said.

The solution to the OS&D problem, said Bray, lies in better training of freight handlers and drivers. The responsibility for this

(Please Turn to Page 112)



Newly-elected TOC officers are pictured at the recent convention. They are (left to right) James W. Boyer, executive secretary; Robert D. Beach, vice president-operations, All States Freight, Inc., Akron, Ohio, second vice chairman; F. T. Stroud, vice president, Mercury Motor Express, Inc., Jacksonville, Fla., first vice chairman; M. S. Lee, vice president, Lee Way Motor Freight, Inc., Oklahoma City, Okla., chairman; D. D. Padgett, vice president-operations, Yellow Transit Freight Lines, Inc., Kansas City, Mo., treasurer; and John R. King, executive vice president, Mason and Dixon Lines, Inc., Kingsport, Tenn., third vice chairman. More than 300 operations executives attended the recent Annual Meeting

Yale low-cost electrics

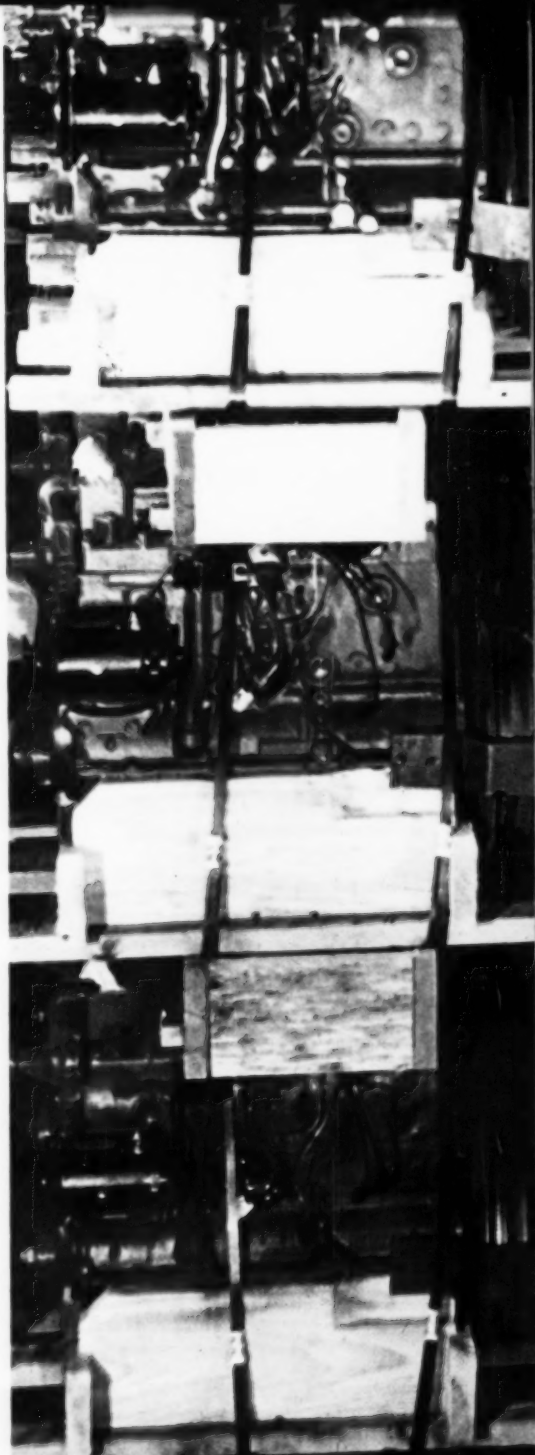
in the 2000-3000-lb. capacity range are saving time and money for industry every day. Delicate maneuvering and deft handling are especially easy with this truck, for the mechanically actuated carbon pile speed control permits close-in inching and infinite speed variation. Twin-caster steer wheels make steering effortless, and easy right-angle turns in narrow aisles sharply increase storage space, cut stacking time. This electric truck saves maintenance overhead and "down-time" because of a minimum of moving parts and an economical powerplant. This is one of Yale's complete line of industrial lift trucks ... the right truck for every job! For full information, call your Yale representative or send for free brochure #5265 to The Yale & Towne Manufacturing Co., Materials Handling Div., Philadelphia 15, Pa., Dept. KT7.

Yale Materials Handling Division, a Division of The Yale & Towne Manufacturing Company. Manufacturing Plants: Philadelphia, Pa., San Leandro, Calif., Forrest City, Ark. Products: Gasoline, Electric, Diesel and LP-Gas Industrial Lift Trucks Worksavers • Warehouseurs • Hand Trucks • Industrial Tractor Shovels Hand, Air and Electric Hoists.

YALE®

INDUSTRIAL LIFT TRUCKS
TRACTOR SHOVELS • HOISTS

YALE & TOWNE







A. R. Carstensen
NARW president



C. J. LaMothe
AWA president



David E. Taylor
Mdsc. Div.
president

AWA adopts plan for "effective" group

**Two-year plan for AWA calls for revision of
by-laws, work with both divisions so united
front can be presented at 1962 joint meeting**

AT ITS RECENT Annual Meeting, the American Warehousemen's Association re-elected C. J. LaMothe president for a two-year term of office.

LaMothe, who is chairman of the Board of the St. Louis Terminal Warehouses, will serve along with Philip G. Kuehn, vice president; Willard A. Morse, treasurer; and Donald E. Horton, secretary.

Places Retained

During a week of meetings, it was decided that the organization's general officers would retain their places in the AWA structure and work with the NARW and Merchandise Division leaders toward developing a more united and "effective and active association." The motion was carried as presented by J. B. Craddock, Jr.

The next combined gathering of the merchandise division and the NARW will not be held until 1962. Next year the NARW will hold its convention at the Mark Hopkins

Hotel, San Francisco, from March 27 to 30. The Merchandise Division will meet shortly after that at the Hilton Hotel in Denver, April 9 to 13.

New Division Officers

Each division of the AWA, however, elected new officers. Those serving the Merchandise Division for the next year are David E. Taylor, Taylor-Edwards Warehouse and Transfer Co., Seattle, Wash., president; John K. Dozier, Houston Terminal Warehouse and Cold Storage Co., Houston, Texas, vice president; and James E. Wilson, Jr., Wilson Warehouses, Inc., Buffalo, N. Y., treasurer.

The National Association of Refrigerated Warehouses, Inc., elected A. R. Carstensen president. He also is president and general manager of Crystal Ice and Cold Storage Co., Sacramento, Calif. G. A. Shoemaker, Hygeia Refrigerating Co., Elmira, N. Y., was elected vice president. W. L. Baker, The Seat-

New Officers of Sales Groups

Allied Distribution, Inc.

Chairman of the Board—H. M. Clark, Jr., Holman Transfer Co., Portland, Ore.
President—A. H. Laney, Laney and Duke Storage Warehouse Co., Inc., Jacksonville, Fla.
Executive Vice President—John Flynn, Chicago
Treasurer—K. T. Levins, Calumet Harbor Terminals, Inc., Chicago
Secretary—Clark Bradley, Interstate Trinity Warehouse Division of Great Southwest Warehouses, Inc., Dallas, Tex.

American Chain of Warehouses, Inc.

President—John K. Dozier, Houston Terminal Warehouse and Cold Storage Co., Houston, Tex.
Executive Vice President—John W. Terreforte, New York
Vice President—T. L. Hansen, Hansen Storage Co., Milwaukee, Wis.
Secretary-Treasurer—William E. Seeley, Midland Warehouses, Inc., Chicago

Associated Warehouses, Inc.

Chairman of the Board—G. W. DuBois, Midway Terminal Warehouse Co., St. Paul, Minn.
President—Dee Hill, Koon-McNatt Storage and Transfer Co., Dallas, Tex.
Vice President—H. C. Cockrell, H. C. Cockrell Bonded Storage Co., Richmond, Va.
Executive Vice President—Clyde Phelps, Chicago
Treasurer—L. H. Rainwater, Jr., Gallagher's Warehouses, Inc., Philadelphia

Distribution Service, Inc.

President—D. E. Taylor, Taylor-Edwards Warehouse and Transfer Co., Inc., Seattle, Wash.
Vice President—C. W. Drake, Lehigh Warehouse and Transportation Co., Newark, N. J.
Treasurer—H. F. Partridge, Anchor Storage Co., Chicago
Secretary—J. G. Temple, Chicago

tle Ice and Cold Storage Co., Seattle, Wash., is the new treasurer.

Committee Chairmen

Several committee chairmen were appointed to head NARW groups. The Government Affairs Committee is headed by G. J. Stecker, Merchants Ice and Cold Storage Co., Inc., Louisville, Ky. W. C. Hudlow, Jr., Chattanooga Warehouse and Cold Storage Co., Chattanooga, Tenn., is new chairman of the Industrial Relations Committee.

Hubert M. Arons, Hartford Freezer Corp., East Hartford, Conn., is chairing the Insurance Committee; A. W. Oakley, Jr., Hudson Refrigerating Co., Jersey City, N. J., Safety Committee; and C. A. Bowen, Jr., Noel and Co., Inc., Nashville, Tenn., Warehouse Operations Committee. ●

INDUSTRIAL TRUCK SPECIFICATIONS

The Manufacturers

Allis-Chalmers — Allis-Chalmers Mfg. Co., Tractor Group, Box 512, Milwaukee 1, Wis.
Arvin — Arvin Meridian Road Equipment Co., 4201 N. 26th St., Omaha 11, Neb.
Automatic — Automatic Transportation Co., 101 W. 87th St., Chicago 20, Ill.
Baker — Baker Industrial Trucks, P. O. Box 5879, Cleveland 2, Ohio.
Barrett-Cravens — Barrett-Cravens, 650 Dundee Rd., Northbrook, Ill.

Champ — Champ Sales Corp., 2500 Rosemead Blvd., El Monte, Calif.
Clark — Clark Equipment Co., Industrial Truck Div., 24th St., Battle Creek 85, Mich.
Clark-Ross — See Clark Equipment Co.
Elwell — Parker — The Elwell-Parker Electric Co., 4206 St. Clair Ave., Cleveland 3, Ohio.
Power Lift — Power Lift, 10000 E. 12th St., Thornton, Colo.
Truck — Truck, 10000 E. 12th St., Thornton, Colo.
University — University, 10000 E. 12th St., Thornton, Colo.
Minneapolis — Minneapolis, 10000 E. 12th St., Thornton, Colo.
Gerlinger — See Towmotor Corp.

Hustler — The Heifred Corp., Church & Elm Sts., Willowbush, Ohio.
Kalamazoo — Kalamazoo Mfg. Co., 4318 S. Portland St., P. O. Box 1827, Reed St., Kalamazoo, Mich.
Kwik-Mix — Kwik-Mix Co., 3025 W. Concordia Ave., Milwaukee 16, Wis.
Lewis-Shepard — Lewis-Shepard Products, Inc., 101 Walnut St., Watertown 12, Mass.

(Please Turn to Page 61)

Specifications of some 1000 models and types of industrial trucks are included in this 16-page section. Because of space limitations, basic models only are listed for each firm. A multitude of variations, to fit the needs of the individual user, are available.

The entire section, from Pages 59 to 74, has been reprinted. Copies can be obtained at 70¢ each by writing The Editor of DISTRIBUTION AGE, Chestnut & 56th Sts., Philadelphia 39, Pa. Quantity lot prices will be quoted on request.

POWERED NON-LIFT PLATFORM TRUCKS

MAKE MODEL	Rated Capacity (Lb.)	Service Weight (Lb.)	Operator—Sits, Stands, Walks	Motive Power Type	OVERALL TRUCK DIMENSIONS (In.)				PLATFORM DIMENSIONS (In.)			Number of Drive Wheels	Number of Steering Wheels	TIRES		TURNING RADIUS (In.)		BATTERY		SPEEDS				GRAD- ABILITY (Per Cent)			
					Frame Type	Width	Length	Height	Wheelbase	Length	Width			Height from Ground	Drive Wheels	Steering Wheels	Inside	Outside	Normal Voltage	Ampere Hours	Number of Forward	TRUCK (Mph)		Unloaded	Capacity Load		
																						Type	Size			Type	Size
Automatic	FP-20	2000	1935	S	Str	38	108	60	108	60	26	2	1	Cu	14x4 1/2	10x6 1/2	24	80	66	24		5.5	5.0	5.0			
	HN-2	4000	3720	St	Str	41	114 1/2	65	64	38	12 1/2	2	4	Se	22x4 1/2	10x6 1/2	46	102	64	30		5.5	5.1	5.1			
	HN-3	6000	4700	St	Str	41	118 1/2	65	64	41	12 1/2	4	Se	20x6 1/2	10x6 1/2	46	103	69	30		6.5	6.5	4.7				
	EN-2	4000	4000	St	Str	46	105 1/2	55	84	46	24	2	4	Se	22x4 1/2	10x6 1/2	41	98	69	30		6.0	5.1	5.1			
	EN-3	6000	4255	St	Str	46	107	54	84	45	22 1/2	4	Se	20x5 1/2	10x6 1/2	41	100	68	30		6.5	6.5	4.7				
Baker	PGF-640	4000	3100	S	Str	60	160	60	108	60	26	2	2	P	6.00/9		190	255	133		1	25.0	3.8	3.8			
	PGF-640	4000	3100	S	Str	60	160	60	108	60	26	2	2	P	6.00/9		190	255	133		1	25.0	3.8	3.8			
Elwell-Parker	EH-6	6000	2900	St	Str	42 1/2	124 1/2	58	60	41	12 1/2	2	4	Se	22x6	10x6 1/2	45	105	70		4	5.5	5.5	4.0	4.0		
	WH-8	6000	2975	St	Str	42 1/2	146 1/2	58	78	89	41	2	4	Se	22x6	10x6 1/2	61	123	78		4	6.0	6.0	4.5	4.5		
	WH-12	8000	2475	St	Str	40	111 1/2	58 1/2	60	84	25	2	4	Se	20x3 1/2	10x6 1/2	45	101	69		4	6.0	6.0	4.0	4.0		
Hustler	FB-2000	2000	1500	S	Str	47	106	42	71	60	45	2	1	Cu	6.00/6	16x2 1/2					300	10.0	8.0	8.0	10		
	FB-4000	4000	1600	S	Str	47	106	42	71	60	45	2	1	Cu	6.00/6	16x2 1/2					300	10.0	8.0	8.0	10		
	FB-6000	6000	1600	S	Str	47	106	42	71	60	45	2	1	Cu	6.00/6	16x2 1/2					300	10.0	8.0	8.0	10		
Kalamazoo	2500	2000	1150	S	Str	42	96	48	59 1/2	54	42	2	1	P	5.00/16		64	81			3	15.0	3.0	3.0	20		
	E-1000	2000	1900	S	Str	40	107 1/2	52	70	63	40	2	1	Se	15 1/2x5	15 1/2x5	75	86			V	3.0	8.0	6.5	17		
	K-45	2000	2700	S	Str	60	157	52	98	108	60	2	2	P	6.50/10	6.50/10	122	180			3	35.0	10.0	30.0	25		
Mercury	A-423	2000	1250	S	Str	40	111 1/2	61 1/2	63	43	32	2	1	PC	4.00/12 1/2												
	A-1009	3000	2500	St	Str	33	82 1/2	46 1/2	48 1/2	40 1/2	22	2	2	PC	18x4	18x4	28	75	55		(5)	8.0	8.0	6.5	6.5		
	A-1014	4000	2700	St	Str	46	112	58	61	69	46	2	2	Se	20x4	20x4	97	69			(6)	8.0	8.0	4.5	4.5		
	A-1014	6000	2800	St	Str	46	112	58	61	69	46	2	2	Se	20x4	20x4	97	69			(6)	8.0	8.0	4.5	4.5		
	A-1015	4000	2800	St	Dr	41	120 1/2	56	71	72	41	2	2	Se	10 1/2x5	10 1/2x5	108	69			(7)	8.0	6.0	4.5	4.5		
	A-1015	8000	2700	St	Dr	41	120 1/2	56	71	72	41	2	2	Se	10 1/2x6	10 1/2x6	108	69			(6)	8.0	6.0	4.5	4.5		
Yale & Towne	FM-20	2000	1225	S	Str	40	96	48	62	42	22	2	1	PC	18x5 1/2	18x5 1/2	83	66			4	9.0	9.0	8.0	8.0		
ABBREVIATIONS	2—41 1/2 to 88.																										
	3—Cushion, 31 1/2.																										
	4—Cushion, 17 1/2.																										
1—Without battery.																											

ABBREVIATIONS
 S—Stand.
 St—Straight.
 V—Various.

PC—Pneumatic or cushion.
 S—Size.
 Se—Solid.

EM—Electric motor.
 GE—Gasoline engine.
 P—Pneumatic.

1—25 to 30.
 2—31 to 40.
 3—41 to 50.
 4—51 to 60.

POWERED LOW-LIFT FORK OR PLATFORM TRUCKS

MAKE MODEL	OVERALL CHASSIS DIMENSIONS (In.)			PLATFORM DIMENSIONS (In.)			FORK DIMENSIONS (In.)			BATTERY		SPEEDS With Capacity Load		GRAD- ABILITY (Per Cent)	WHEELS																
	Capacity (Lb.) Maximum Load	Service Weight (Lb.) Excluding Battery	Operator—Walks or Rides	Power Type	Height—To Top of Controls		Width	Length		Width		Height Above Ground	Length		Lateral Outside Overall Width		Height Above Ground	Normal Voltage		Ampere Hours	Truck (Mph.)	Time of Lift (Sec.)	Capacity Load	Number	Diameter (In.)	Set Tandem—	Fork or Trail	Diameter (In.)			
					Lowest Underclearance	Platform—Excluding Forks		Minimum	Maximum	Minimum	Maximum		Lowered	Elevated	Minimum	Maximum		Lowered	Elevated												
Automatic	LO-2	4000	3125	EM	Hyd	113	39	50	21 1/2	553	293	263	26 1/2	10 1/4	18 1/4	30	60	27 3/4	7 1/4	30	60	27 3/4	7 1/4	30	36	5.4	3.4	16	22x4 1/2	N	9x5
	LO-3	4000	3125	EM	Hyd	113	41	50	21 1/2	553	273	263	26 1/2	10 1/4	18 1/4	30	60	27 3/4	7 1/4	30	60	27 3/4	7 1/4	30	36	4.0	4.2	16	22x4 1/2	N	10x6
	LO-5	10000	4500	EM	Hyd	126 1/2	41 1/2	50	21 1/2	603	273	263	26 1/2	11 1/4	18 1/4	30	60	27 3/4	7 1/4	30	60	27 3/4	7 1/4	30	36	5.5	3.8	16	22x6	N	10x6
	ETWE-4	4000	1450	EM	Hyd	29 1/2	32	50	1 1/4	36	72	26 1/2	26 1/2	2 1/2	8 1/2	12	12	3 1/4	7 1/4	12	12	3 1/4	7 1/4	12	12	4.2	1.8	16	10x4	N	3 1/2
	ETWE-6	6000	1450	EM	Hyd	29 1/2	32	50	1 1/4	36	72	26 1/2	26 1/2	2 1/2	8 1/2	12	12	3 1/4	7 1/4	12	12	3 1/4	7 1/4	12	12	4.2	1.8	16	10x4	N	3 1/2
	ETWE-6	4000	1340	EM	Hyd	29 1/2	32	50	1 1/4	36	72	26 1/2	26 1/2	2 1/2	8 1/2	12	12	3 1/4	7 1/4	12	12	3 1/4	7 1/4	12	12	4.2	1.8	16	10x4	N	3 1/2
	ETWE-6	6000	1380	EM	Hyd	29 1/2	32	50	1 1/4	36	72	26 1/2	26 1/2	2 1/2	8 1/2	12	12	3 1/4	7 1/4	12	12	3 1/4	7 1/4	12	12	4.2	1.8	16	10x4	N	3 1/2
	WPV-6	6000	940	W	Hyd	30 1/4	30 1/4	48	3 1/4	36	72	26 1/2	26 1/2	6	9 1/2	30	60	22	27	30	60	22	27	30	60	1.7	3.0	10x4 1/2	10x4 1/2	N	3 1/2
	WVY-4	4000	840	W	Hyd	30 1/4	30 1/4	48	3 1/4	36	72	26 1/2	26 1/2	6	9 1/2	30	60	22	27	30	60	22	27	30	60	2.1	5.0	10x4 1/2	10x4 1/2	N	3 1/2
	WP-4	4000	870	W	Hyd	21 1/2	29	48	1 1/4	36	84	20	20 1/2	6	9 1/2	30	60	22	27	30	60	22	27	30	60	2.1	5.0	10x4 1/2	10x4 1/2	N	3 1/2
Baker	WP-6	6000	910	W	Hyd	21 1/2	29	48	1 1/4	36	84	20	20 1/2	6	9 1/2	30	60	22	27	30	60	22	27	30	60	2.1	5.0	10x4 1/2	10x4 1/2	N	3 1/2
	WP-6	4000	780	W	Hyd	22 1/2	29	48	1 1/4	36	84	20	20 1/2	6	9 1/2	30	60	22	27	30	60	22	27	30	60	2.1	5.0	10x4 1/2	10x4 1/2	N	3 1/2
	WP-6	4000	780	W	Hyd	22 1/2	29	48	1 1/4	36	84	20	20 1/2	6	9 1/2	30	60	22	27	30	60	22	27	30	60	2.1	5.0	10x4 1/2	10x4 1/2	N	3 1/2
	EPD-90	6000	3500	EM	Hyd	120 1/2	28	48	3 1/4	36	84	20	20 1/2	6	9 1/2	30	60	22	27	30	60	22	27	30	60	2.1	5.0	10x4 1/2	10x4 1/2	N	3 1/2
	EPD-100	6000	3500	EM	Hyd	120 1/2	28	48	3 1/4	36	84	20	20 1/2	6	9 1/2	30	60	22	27	30	60	22	27	30	60	2.1	5.0	10x4 1/2	10x4 1/2	N	3 1/2
	EPD-100	10000	4500	EM	Hyd	134	42 1/2	56 1/2	3 1/4	55	84	26 1/2	26 1/2	10 1/4	18 1/4	30	60	22	27	30	60	22	27	30	60	2.1	5.0	10x4 1/2	10x4 1/2	N	3 1/2
	PG	4000	1100	W	HE	30	29	53 1/2	2 1/2	30	72	20	20	4	7	30	72	20	20	30	72	20	20	30	72	3.5	6.0	28	12	10	10x6
	PG	6000	1200	W	HE	30	29	53 1/2	2 1/2	30	72	20	20	4	7	30	72	20	20	30	72	20	20	30	72	3.5	6.0	28	12	10	10x6
	PGK	4000	1300	W	HE	30	29	53 1/2	2 1/2	30	72	20	20	4	7	30	72	20	20	30	72	20	20	30	72	3.5	6.0	28	12	10	10x6
	PGK	4000	850	W	HE	30	29	53 1/2	2 1/2	30	72	20	20	4	7	30	72	20	20	30	72	20	20	30	72	3.5	6.0	28	12	10	10x6
Clark	60LP	4000	880	W	E-G	26 1/2	32	52	2 1/2	36	72	18	26	9	39	30	72	18	26	30	72	18	26	30	72	2.3	4.0	17	7	10	10x6
	60LP	4000	880	W	E-G	26 1/2	32	52	2 1/2	36	72	18	26	9	39	30	72	18	26	30	72	18	26	30	72	2.3	4.0	17	7	10	10x6
	60P	4000	1090	W	E-G	26 1/2	32	52	2 1/2	36	72	18	26	9	39	30	72	18	26	30	72	18	26	30	72	2.3	4.0	17	7	10	10x6
	60P	4000	1120	W	E-G	26 1/2	32	52	2 1/2	36	72	18	26	9	39	30	72	18	26	30	72	18	26	30	72	2.3	4.0	17	7	10	10x6
	60P	4000	925	W	E-G	26 1/2	32	52	2 1/2	36	72	18	26	9	39	30	72	18	26	30	72	18	26	30	72	2.3	4.0	17	7	10	10x6
	60LP	8000	925	W	E-G	26 1/2	32	52	2 1/2	36	72	18	26	9	39	30	72	18	26	30	72	18	26	30	72	2.3	4.0	17	7	10	10x6
	60LP	10000	925	W	E-G	26 1/2	32	52	2 1/2	36	72	18	26	9	39	30	72	18	26	30	72	18	26	30	72	2.3	4.0	17	7	10	10x6
	EP-4	4000	2100	EM	Hyd	113 1/2	43 1/2	56 1/2	2 1/2	41	60	18 1/2	26 1/2	10 1/4	18 1/4	30	60	22	27	30	60	22	27	30	60	1.9	4.0	15 1/2	15 1/2	4	10x6 1/2
	EP-4	4000	2100	EM	Hyd	113 1/2	43 1/2	56 1/2	2 1/2	41	60	18 1/2	26 1/2	10 1/4	18 1/4	30	60	22	27	30	60	22	27	30	60	1.9	4.0	15 1/2	15 1/2	4	10x6 1/2
	EP-11	4000	3150	EM	Mec	119 1/2	43 1/2	56 1/2	2 1/2	41	60	18 1/2	26 1/2	10 1/4	18 1/4	30	60	22	27	30	60	22	27	30	60	1.9	4.0	15 1/2	15 1/2	4	10x6 1/2
Eliwell-Parker	EP-6	6000	3000	RR	Mec	119 1/2	42 1/2	55	4	54	120	29 1/2	36	10 1/4	18 1/4	30	60	22	27	30	60	22	27	30	60	2.3	4.0	17	7	10	10x6 1/2
	GE-6	6000	3900	RR	Mec	125 1/2	42 1/2	58	4	54	120	29 1/2	36	10 1/4	18 1/4	30	60	22	27	30	60	22	27	30	60	2.3	4.0	17	7	10	10x6 1/2
	EP-6	6000	3450	RR	Mec	120 1/2	42 1/2	58	10 1/4	54	108	28 1/2	36	16 1/2	22 1/2	30	60	22	27	30	60	22	27	30	60	4.0	4.0	15	15	4	10x6
	EP-10	10000	3600	RR	Mec	129 1/2	43 1/2	59 1/2	10 1/4	60	120	28 1/2	36	11 1/2	16 1/2	30	60	22	27	30	60	22	27	30	60	4.5	6.0	15	15	4	10x6
	GE-10	10000	4500	RR	Mec	132 1/2	42 1/2	58	3 1/2	62	120	28 1/2	36	11 1/2	16 1/2	30	60	22	27	30	60	22	27	30	60	4.5	6.0	15	15	4	10x6
	EP-10	10000	4500	RR	Mec	132 1/2	42 1/2	58	3 1/2	62	120	28 1/2	36	11 1/2	16 1/2	30	60	22	27	30	60	22	27	30	60	4.5	6.0	15	15	4	10x6
	EP-10	10000	4500	RR	Mec	132 1/2	42 1/2	58	3 1/2	62	120	28 1/2	36	11 1/2	16 1/2	30	60	22	27	30	60	22	27	30	60	4.5	6.0	15	15	4	10x6
	EP-10	10000	4500	RR	Mec	132 1/2	42 1/2	58	3 1/2	62	120	28 1/2	36	11 1/2	16 1/2	30	60	22	27	30	60	22	27	30	60	4.5	6.0	15	15	4	10x6
	EP-10	10000	4500	RR	Mec	132 1/2	42 1/2	58	3 1/2	62	120	28 1/2	36	11 1/2	16 1/2	30	60	22	27	30	60	22	27	30	60	4.5	6.0	15	15	4	10x6
	EP-10	10000	4500	RR	Mec	132 1/2	42 1/2	58	3 1/2	62	120	28 1/2	36	11 1/2	16 1/2	30	60	22	27	30	60	22	27	30	60	4.5	6.0	15	15	4	10x6
Erickson	L-10	20000	9750	RR	EMG	159 1/2	60	90 1/2	2 1/2	75	34	40	51	17 1/2	23 1/2	60	60	24	24	60	60	24	24	60	60	2.5	7.0	22 1/2	22 1/2	6	15x10
	L-10	20000	9750	RR	EMG	159 1/2	60	90 1/2	2 1/2	75	34	40	51	17 1/2	23 1/2	60	60	24	24	60	60	24	24	60	60	2.5	7.0	22 1/2	22 1/2		

62

DISTRIBUTION AGE

ESST-20	2000	2500	3000	3500	4000	4500	5000	5500	6000	6500	7000	7500	8000	8500	9000	9500	10000	10500	11000	11500	12000	12500	13000	13500	14000	14500	15000	15500	16000	16500	17000	17500	18000	18500	19000	19500	20000	20500	21000	21500	22000	22500	23000	23500	24000	24500	25000	25500	26000	26500	27000	27500	28000	28500	29000	29500	30000	30500	31000	31500	32000	32500	33000	33500	34000	34500	35000	35500	36000	36500	37000	37500	38000	38500	39000	39500	40000	40500	41000	41500	42000	42500	43000	43500	44000	44500	45000	45500	46000	46500	47000	47500	48000	48500	49000	49500	50000	50500	51000	51500	52000	52500	53000	53500	54000	54500	55000	55500	56000	56500	57000	57500	58000	58500	59000	59500	60000	60500	61000	61500	62000	62500	63000	63500	64000	64500	65000	65500	66000	66500	67000	67500	68000	68500	69000	69500	70000	70500	71000	71500	72000	72500	73000	73500	74000	74500	75000	75500	76000	76500	77000	77500	78000	78500	79000	79500	80000	80500	81000	81500	82000	82500	83000	83500	84000	84500	85000	85500	86000	86500	87000	87500	88000	88500	89000	89500	90000	90500	91000	91500	92000	92500	93000	93500	94000	94500	95000	95500	96000	96500	97000	97500	98000	98500	99000	99500	100000	100500	101000	101500	102000	102500	103000	103500	104000	104500	105000	105500	106000	106500	107000	107500	108000	108500	109000	109500	110000	110500	111000	111500	112000	112500	113000	113500	114000	114500	115000	115500	116000	116500	117000	117500	118000	118500	119000	119500	120000	120500	121000	121500	122000	122500	123000	123500	124000	124500	125000	125500	126000	126500	127000	127500	128000	128500	129000	129500	130000	130500	131000	131500	132000	132500	133000	133500	134000	134500	135000	135500	136000	136500	137000	137500	138000	138500	139000	139500	140000	140500	141000	141500	142000	142500	143000	143500	144000	144500	145000	145500	146000	146500	147000	147500	148000	148500	149000	149500	150000	150500	151000	151500	152000	152500	153000	153500	154000	154500	155000	155500	156000	156500	157000	157500	158000	158500	159000	159500	160000	160500	161000	161500	162000	162500	163000	163500	164000	164500	165000	165500	166000	166500	167000	167500	168000	168500	169000	169500	170000	170500	171000	171500	172000	172500	173000	173500	174000	174500	175000	175500	176000	176500	177000	177500	178000	178500	179000	179500	180000	180500	181000	181500	182000	182500	183000	183500	184000	184500	185000	185500	186000	186500	187000	187500	188000	188500	189000	189500	190000	190500	191000	191500	192000	192500	193000	193500	194000	194500	195000	195500	196000	196500	197000	197500	198000	198500	199000	199500	200000	200500	201000	201500	202000	202500	203000	203500	204000	204500	205000	205500	206000	206500	207000	207500	208000	208500	209000	209500	210000	210500	211000	211500	212000	212500	213000	213500	214000	214500	215000	215500	216000	216500	217000	217500	218000	218500	219000	219500	220000	220500	221000	221500	222000	222500	223000	223500	224000	224500	225000	225500	226000	226500	227000	227500	228000	228500	229000	229500	230000	230500	231000	231500	232000	232500	233000	233500	234000	234500	235000	235500	236000	236500	237000	237500	238000	238500	239000	239500	240000	240500	241000	241500	242000	242500	243000	243500	244000	244500	245000	245500	246000	246500	247000	247500	248000	248500	249000	249500	250000	250500	251000	251500	252000	252500	253000	253500	254000	254500	255000	255500	256000	256500	257000	257500	258000	258500	259000	259500	260000	260500	261000	261500	262000	262500	263000	263500	264000	264500	265000	265500	266000	266500	267000	267500	268000	268500	269000	269500	270000	270500	271000	271500	272000	272500	273000	273500	274000	274500	275000	275500	276000	276500	277000	277500	278000	278500	279000	279500	280000	280500	281000	281500	282000	282500	283000	283500	284000	284500	285000	285500	286000	286500	287000	287500	288000	288500	289000	289500	290000	290500	291000	291500	292000	292500	293000	293500	294000	294500	295000	295500	296000	296500	297000	297500	298000	298500	299000	299500	300000	300500	301000	301500	302000	302500	303000	303500	304000	304500	305000	305500	306000	306500	307000	307500	308000	308500	309000	309500	310000	310500	311000	311500	312000	312500	313000	313500	314000	314500	315000	315500	316000	316500	317000	317500	318000	318500	319000	319500	320000	320500	321000	321500	322000	322500	323000	323500	324000	324500	325000	325500	326000	326500	327000	327500	328000	328500	329000	329500	330000	330500	331000	331500	332000	332500	333000	333500	334000	334500	335000	335500	336000	336500	337000	337500	338000	338500	339000	339500	340000	340500	341000	341500	342000	342500	343000	343500	344000	344500	345000	345500	346000	346500	347000	347500	348000	348500	349000	349500	350000	350500	351000	351500	352000	352500	353000	353500	354000	354500	355000	355500	356000	356500	357000	357500	358000	358500	359000	359500	360000	360500	361000	361500	362000	362500	363000	363500	364000	364500	365000	365500	366000	366500	367000	367500	368000	368500	369000	369500	370000	370500	371000	371500	372000	372500	373000	373500	374000	374500	375000	375500	376000	376500	377000	377500	378000	378500	379000	379500	380000	380500	381000	381500	382000	382500	383000	383500	384000	384500	385000	385500	386000	386500	387000	387500	388000	388500	389000	389500	390000	390500	391000	391500	392000	392500	393000	393500	394000	394500	395000	395500	396000	396500	397000	397500	398000	398500	399000	399500	400000	400500	401000	401500	402000	402500	403000	403500	404000	404500	405000	405500	406000	406500	407000	407500	408000	408500	409000	409500	410000	410500	411000	411500	412000	412500	413000	413500	414000	414500	415000	415500	416000	416500	417000	417500	418000	418500	419000	419500	420000	420500	421000	421500	422000	422500	423000	423500	424000	424500	425000	425500	426000	426500	427000	427500	428000	428500	429000	429500	430000	430500	431000	431500	432000	432500	433000	433500	434000	434500	435000	435500	436000	436500	437000	437500	438000	438500	439000	439500	440000	440500	441000	441500	442000	442500	443000	443500	444000	444500	445000	445500	446000	446500	447000	447500	448000	448500	449000	449500	450000	450500	451000	451500	452000	452500	453000	453500	454000	454500	455000	455500	456000	456500	457000	457500	458000	458500	459000	459500	460000	460500	461000	461500	462000	462500	463000	463500	464000	464500	465000	465500	466000	466500	467000	467500	468000	468500	469000	469500	470000	470500	471000	471500	472000	472500	473000	473500	474000	474500	475000	475500	476000	476500	477000	477500	478000	478500	479000	479500	480000	480500	481000	481500	482000	482500	483000	483500	484000	484500	485000	485500	486000	486500	487000	487500	488000	488500	489000	489500	490000	490500	491000	491500	492000	492500	493000	493500	494000	494500	495000	495500	496000	496500	497000	497500	498000	498500	499000	499500	500000	500500	501000	501500	502000	502500	503000	503500	504000	504500	505000	505500	506000	506500	507000	507500	508000	508500	509000	509500	510000	510500	511000	511500	512000	512500	513000	513500	514000	514500	515000	515500	516000	516500	517000	517500	518000	518500	519000	519500	520000	520500	521000	521500	522000	522500	523000	523500	524000	524500	525000	525500	526000	526500	527000	527500	528000	528500	529000	529500	530000	530500	531000	531500	532000	532500	533000	533500	534000	534500	535000	535500	536000	536500	537000	537500	538000	538500	539000	539500	540000	540500	541000	541500	542000	542500	543000	543500	544000	544500	545000	545500	546000	546500	547000	547500	548000	548500	549000	549500	550000	550500	551000	551500	552000	552500	553000	553500	554000	554500	555000	555500	556000	556500	557000	557500	558000	558500	559000	559500	560000	560500	561000	561500	562000	562500	563000	563500	564000	564500	565000	565500	566000	566500	567000	567500	568000	568500	569000	569500	570000	570500	571000	571500	572000	5
---------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	---

POWERED HIGH-LIFT FORK OR PLATFORM TRUCKS (CONTINUED)

MAKE AND MODEL	Maximum Load Capacity (Lb.)	Service Weight (Lb.)— Excluding Battery	Operator—Sit, Stand, Walks	POWER TYPE	MAST	OVERALL DIMENSIONS										TURNING RADIUS With 40' x 48" Pallet				BATTERY		SPEEDS With Capacity Load		TIRE SIZES																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																											
						Tilt	Wheelbase (In.)	Load Center (In.)	Face of Forks to Center of Front Axle (In.)	Load Forks (In.)	Length	Under-clearance	Height (In.)				Outside (Following) (In.)	Inside (In.)	Intersecting Aisle Width (In.)	Minimum Aisle for Right Angle Stacking (In.)	Normal Voltage	Ampere Hours	Forward (Mph.)	Hoisting (Fpm.)	Lowering (Fpm.)	Drive Wheels	Steering Wheels																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																								
													Free Lift (In.)	Mast Collapsed	Mast Extended	Lifting												Maximum Mast Collapsed	Maximum Mast Extended	Maximum Overall—Including Carriage or Backguard																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																					
Baker—Cont.					Telescopic	Forward (Deg.)	Backward (Deg.)																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																												</

Elwell-Parker

65

POWERED HIGH-LIFT FORK OR PLATFORM TRUCKS (CONTINUED)

MAKE AND MODEL	POWER TYPE		OVERALL DIMENSIONS										BATTERY		SPEEDS With Capacity Lead		TIRE SIZES															
	Motive	Lift	MAST		Face of Forks to Center-Line of Forks (In.)	Load Center (In.)	Length		Under-clearance		Height (In.)				Turning Radius With 40" x 48" Pallet	Minimum Stacking (In.)	Normal Voltage	Ampere Hours	Forward (Mph.)	Hoisting (Fpm.)	Lowering (Fpm.)	Drive Wheels	Steering Wheels									
			Tilt	Forward (Deg.)			Rearward (Deg.)	Telescopic	Wheelbase (In.)	Standard Fork (In.)	Less Forks (In.)	At Truck (In.)	At Mast (In.)	Free Lift (In.)										Minimum		Maximum						
																								Mast Collapsed	Mast Extended	Mast Collapsed	Mast Extended	Lifting	Maximum Overall-Height			
Operator—Sits, Stands, Walks		Service Battery		Maximum Load Capacity (Lb.)		—		Operator—Sits, Stands, Walks		Service Battery		Maximum Load Capacity (Lb.)		—		Operator—Sits, Stands, Walks		Service Battery		Maximum Load Capacity (Lb.)		—										
Elwell-Parker Cont.	IF-38T2	4400	EMG HC	Y	10	5	43	14	242	68 1/4	36	4 1/2	3 1/2	50	83	118	100	119	56	55	118	32	45	60	17 1/2 x 5	9 x 5						
	IF-48T2	4200	EMG HC	Y	10	5	42	14	242	72	36	4 1/2	3 1/2	50	83	118	100	148	130	148	56	62	122 1/2	45	60	17 1/2 x 5	10 1/2 x 6					
	IF-38T3	3000	EMG HC	Y	10	5	47 1/2	14 1/2	242	68 1/4	36	4 1/2	3 1/2	50	83	118	100	148	130	148	60	57	122	32	35	17 1/2 x 6	9 1/2					
	IF-30T3	3000	EMG HC	Y	10	5	47 1/2	14 1/2	242	68 1/4	36	4 1/2	3 1/2	50	83	118	100	148	130	148	60	60	129	32	35	17 1/2 x 6	9 1/2					
	IF-30T3	3000	EMG HC	Y	10	5	42	12	24	73 1/4	36	8	50	68	118	100	100	148	130	148	84	68	129	36	30	22 1/2 x 6	15 1/2 x 5					
	IF-30T3	3000	EMG HC	Y	10	5	42	12	24	73 1/4	36	8	50	68	118	100	100	148	130	148	84	68	129	36	30	22 1/2 x 6	15 1/2 x 5					
	IF-30T3	3000	EMG HC	Y	10	5	43 1/2	14 1/2	242	72	36	4 1/2	3 1/2	50	83	118	100	148	130	148	60	60	129	36	30	22 1/2 x 6	15 1/2 x 5					
	IF-45T4	4700	EMG HC	Y	10	5	43 1/2	14 1/2	242	72	36	4 1/2	3 1/2	50	83	118	100	148	130	148	60	60	129	36	30	22 1/2 x 6	15 1/2 x 5					
	IF-45T4	4700	EMG HC	Y	10	5	43 1/2	14 1/2	242	72	36	4 1/2	3 1/2	50	83	118	100	148	130	148	60	60	129	36	30	22 1/2 x 6	15 1/2 x 5					
	IF-48T4	4000	5300	EMG HC	Y	10	5	46	15	24	78	36	4	3 1/2	51	68	117	100	83	147	130	166	71	63	134 1/2	32	35	17 1/2 x 6	10 1/2 x 6			
	IF-48T4	4000	7600	EMG HC	Y	12	5	46	13 1/2	242	78	36	7	17	83	117	100	83	147	130	166	69	66	126	32	35	17 1/2 x 6	10 1/2 x 6				
	IF-30T6	4000	9900	EMG HC	Y	12	5	48	13 1/2	242	78	36	7	50	68	117	100	83	147	130	166	69	66	126	32	35	17 1/2 x 6	10 1/2 x 6				
	IF-30T6	4000	9900	EMG HC	Y	12	5	48	13 1/2	242	78	36	7	50	68	117	100	83	147	130	166	69	66	126	32	35	17 1/2 x 6	10 1/2 x 6				
	IF-31T6	6000	9650	EMG HC	Y	12	5	48	14 1/2	242	82 1/4	36	6	17	86	117	100	83	147	130	166	69	66	126	32	35	17 1/2 x 6	10 1/2 x 6				
	IF-31T6	7000	10500	EMG HC	Y	12	5	48	14 1/2	242	82 1/4	36	6	17	86	117	100	83	147	130	166	69	66	126	32	35	17 1/2 x 6	10 1/2 x 6				
Erickson.	IF-38T10	10000	EMG HC	Y	12	5	54	18	242	86	36	8	17	83	137	146	99	10	83	158	48	50	15	22 1/2	42	17 1/2	15 x 6	10 1/2 x 6				
	IF-38T10	10000	EMG HC	Y	10	5	48	17 1/2	24	85 1/2	36	8	17	83	137	146	99	10	83	158	48	50	15	22 1/2	42	17 1/2	15 x 6	10 1/2 x 6				
	IF-10T78	7000	10700	EMG HC	Y	10	5	54	17 1/2	24	91 1/2	36	5	31	50	68	145	126	162	86	10	73	152	38	15	22 1/2	42	17 1/2	15 x 6	10 1/2 x 6		
	IF-10T78	10000	12500	EMG HC	Y	10	5	54	17 1/2	24	91 1/2	36	5	31	50	68	145	126	162	86	10	73	152	38	15	22 1/2	42	17 1/2	15 x 6	10 1/2 x 6		
	IF-25	10000	15000	EMG HC	Y	12	5	60	19	24	98 1/2	42	5	31	50	68	145	126	162	86	10	73	152	38	15	22 1/2	42	17 1/2	15 x 6	10 1/2 x 6		
	IF-25	10000	15000	EMG HC	Y	12	5	60	19	24	98 1/2	42	5	31	50	68	145	126	162	86	10	73	152	38	15	22 1/2	42	17 1/2	15 x 6	10 1/2 x 6		
	IF-6	15000	22600	EMG HC	Y	10	3	72	17	382	115	792	4 1/2	57	53	96	96	71	96	118	16	100	185	60	900	5	15	22 1/2	42	17 1/2	15 x 6	10 1/2 x 6
	IF-6	16000	24900	EMG HC	Y	10	3	72	17	382	115	792	4 1/2	57	53	96	96	71	96	118	16	100	185	60	900	5	15	22 1/2	42	17 1/2	15 x 6	10 1/2 x 6
	IF-10T78	7000	10700	EMG HC	Y	10	5	54	17 1/2	24	91 1/2	36	5	31	50	68	145	126	162	86	10	73	152	38	15	22 1/2	42	17 1/2	15 x 6	10 1/2 x 6		
	IF-10T78	10000	12500	EMG HC	Y	10	5	54	17 1/2	24	91 1/2	36	5	31	50	68	145	126	162	86	10	73	152	38	15	22 1/2	42	17 1/2	15 x 6	10 1/2 x 6		
	IF-25	10000	15000	EMG HC	Y	12	5	60	19	24	98 1/2	42	5	31	50	68	145	126	162	86	10	73	152	38	15	22 1/2	42	17 1/2	15 x 6	10 1/2 x 6		
	IF-25	10000	15000	EMG HC	Y	12	5	60	19	24	98 1/2	42	5	31	50	68	145	126	162	86	10	73	152	38	15	22 1/2	42	17 1/2	15 x 6	10 1/2 x 6		
	IF-10T78	7000	10700	EMG HC	Y	10	5	54	17 1/2	24	91 1/2	36	5	31	50	68	145	126	162	86	10	73	152	38	15	22 1/2	42	17 1/2	15 x 6	10 1/2 x 6		
	IF-10T78	10000	12500	EMG HC	Y	10	5	54	17 1/2	24	91 1/2	36	5	31	50	68	145	126	162	86	10	73	152	38	15	22 1/2	42	17 1/2	15 x 6	10 1/2 x 6		
	Pfeiffer-LA-SL	IF-10T78	7000	10700	EMG HC	Y	10	5	54	17 1/2	24	91 1/2	36	5	31	50	68	145	126	162	86	10	73	152	38	15	22 1/2	42	17 1/2	15 x 6	10 1/2 x 6	
IF-10T78		10000	12500	EMG HC	Y	10	5	54	17 1/2	24	91 1/2	36	5	31	50	68	145	126	162	86	10	73	152	38	15	22 1/2	42	17 1/2	15 x 6	10 1/2 x 6		
IF-25		10000	15000	EMG HC	Y	12	5	60	19	24	98 1/2	42	5	31	50	68	145	126	162	86	10	73	152	38	15	22 1/2	42	17 1/2	15 x 6	10 1/2 x 6		
IF-25		10000	15000	EMG HC	Y	12	5	60	19	24	98 1/2	42	5	31	50	68	145	126	162	86	10	73	152	38	15	22 1/2	42	17 1/2	15 x 6	10 1/2 x 6		
IF-10T78		7000	10700	EMG HC	Y	10	5	54	17 1/2	24	91 1/2	36	5	31	50	68	145	126	162	86	10	73	152	38	15	22 1/2	42	17 1/2	15 x 6	10 1/2 x 6		
IF-10T78		10000	12500	EMG HC	Y	10	5	54	17 1/2	24	91 1/2	36	5	31	50	68	145	126	162	86	10	73	152	38	15	22 1/2	42	17 1/2	15 x 6	10 1/2 x 6		
IF-25		10000	15000	EMG HC	Y	12	5	60	19	24	98 1/2	42	5	31	50	68	145	126	162	86	10	73	152	38	15	22 1/2	42	17 1/2	15 x 6	10 1/2 x 6		
IF-25		10000	15000	EMG HC	Y	12	5	60	19	24	98 1/2	42	5	31	50	68	145	126	162	86	10	73	152	38	15	22 1/2	42	17 1/2	15 x 6	10 1/2 x 6		
IF-10T78		7000	10700	EMG HC	Y	10	5	54	17 1/2	24	91 1/2	36	5	31	50	68	145	126	162	86	10	73	152	38	15	22 1/2	42	17 1/2	15 x 6	10 1/2 x 6		
IF-10T78		10000	12500	EMG HC	Y	10	5	54	17 1/2	24	91 1/2	36	5	31	50	68	145	126	162	86	10	73	152	38	15	22 1/2	42	17 1/2	15 x 6	10 1/2 x 6		
IF-25		10000	15000	EMG HC	Y	12	5	60	19	24	98 1/2	42	5	31	50	68	145	126	162	86	10	73	152	38	15	22 1/2	42	17 1/2	15 x 6	10 1/2 x 6		
IF-25		10000	15000	EMG HC	Y	12	5	60	19	24	98 1/2	42	5	31	50	68	145	126	162	86	10	73	152	38	15	22 1/2	42	17 1/2	15 x 6	10 1/2 x 6		
IF-10T78		7000	10700	EMG HC	Y	10	5	54	17 1/2	24	91 1/2	36	5	31	50	68	145	126	162	86	10	73	152	38	15	22 1/2	42	17 1/2	15 x 6	10 1/2 x 6		
IF-10T78		10000	12500	EMG HC	Y	10	5	54	17 1/2	24	91 1/2	36	5	31	50	68	145	126	162	86	10	73	152	38	15	22 1/2	42	17 1/2	15 x 6	10 1/2 x 6		
IF-25		10000	15000	EMG HC	Y	12	5	60	19	24	98 1/2	42	5	31	50	68	145	126	162	86	10	73	152	38	15	22 1/2	42	17 1/2	15 x 6	10 1/2 x 6		
Pfeiffer-LA-SL	IF-10T78	7000	10700	EMG HC	Y	10	5	54	17 1/2	24	91 1/2	36	5	31	50	68	145	126	162	86	10	73	152	38	15	22 1/2	42	17 1/2	15 x 6	10 1/2 x 6		
	IF-10T78	10000	12500	EMG HC	Y	10	5	54	17 1/2	24	91 1/2	36	5	31	50	68	145	126	162	86	10	73	152	38	15	22 1/2	42	17 1/2	15 x 6	10 1/2 x 6		
	IF-25	10000	15000	EMG HC	Y	12	5	60	19	24	98 1/2	42	5	31	50	68	145	126	162	86	10	73	152	38	15	22 1/2	42	17 1/2	15 x 6	10 1/2 x 6		
	IF-25	10000	15000	EMG HC	Y	12	5	60	19	24	98 1/2	42	5	31	50	68	145	126	162	86	10	73	152	38	15	22 1/2	42	17 1/2	15 x 6	10 1/2 x		

1S-10N	13000	1200	2400	3600	4800	6000	7200	8400	9600	10800	12000	13200	14400	15600	16800	18000	19200	20400	21600	22800	24000	25200	26400	27600	28800	30000	31200	32400	33600	34800	36000	37200	38400	39600	40800	42000	43200	44400	45600	46800	48000	49200	50400	51600	52800	54000	55200	56400	57600	58800	60000	61200	62400	63600	64800	66000	67200	68400	69600	70800	72000	73200	74400	75600	76800	78000	79200	80400	81600	82800	84000	85200	86400	87600	88800	90000	91200	92400	93600	94800	96000	97200	98400	99600	100800	102000	103200	104400	105600	106800	108000	109200	110400	111600	112800	114000	115200	116400	117600	118800	120000	121200	122400	123600	124800	126000	127200	128400	129600	130800	132000	133200	134400	135600	136800	138000	139200	140400	141600	142800	144000	145200	146400	147600	148800	150000	151200	152400	153600	154800	156000	157200	158400	159600	160800	162000	163200	164400	165600	166800	168000	169200	170400	171600	172800	174000	175200	176400	177600	178800	180000	181200	182400	183600	184800	186000	187200	188400	189600	190800	192000	193200	194400	195600	196800	198000	199200	200400	201600	202800	204000	205200	206400	207600	208800	210000	211200	212400	213600	214800	216000	217200	218400	219600	220800	222000	223200	224400	225600	226800	228000	229200	230400	231600	232800	234000	235200	236400	237600	238800	240000	241200	242400	243600	244800	246000	247200	248400	249600	250800	252000	253200	254400	255600	256800	258000	259200	260400	261600	262800	264000	265200	266400	267600	268800	270000	271200	272400	273600	274800	276000	277200	278400	279600	280800	282000	283200	284400	285600	286800	288000	289200	290400	291600	292800	294000	295200	296400	297600	298800	300000	301200	302400	303600	304800	306000	307200	308400	309600	310800	312000	313200	314400	315600	316800	318000	319200	320400	321600	322800	324000	325200	326400	327600	328800	330000	331200	332400	333600	334800	336000	337200	338400	339600	340800	342000	343200	344400	345600	346800	348000	349200	350400	351600	352800	354000	355200	356400	357600	358800	360000	361200	362400	363600	364800	366000	367200	368400	369600	370800	372000	373200	374400	375600	376800	378000	379200	380400	381600	382800	384000	385200	386400	387600	388800	390000	391200	392400	393600	394800	396000	397200	398400	399600	400800	402000	403200	404400	405600	406800	408000	409200	410400	411600	412800	414000	415200	416400	417600	418800	420000	421200	422400	423600	424800	426000	427200	428400	429600	430800	432000	433200	434400	435600	436800	438000	439200	440400	441600	442800	444000	445200	446400	447600	448800	450000	451200	452400	453600	454800	456000	457200	458400	459600	460800	462000	463200	464400	465600	466800	468000	469200	470400	471600	472800	474000	475200	476400	477600	478800	480000	481200	482400	483600	484800	486000	487200	488400	489600	490800	492000	493200	494400	495600	496800	498000	499200	500400	501600	502800	504000	505200	506400	507600	508800	510000	511200	512400	513600	514800	516000	517200	518400	519600	520800	522000	523200	524400	525600	526800	528000	529200	530400	531600	532800	534000	535200	536400	537600	538800	540000	541200	542400	543600	544800	546000	547200	548400	549600	550800	552000	553200	554400	555600	556800	558000	559200	560400	561600	562800	564000	565200	566400	567600	568800	570000	571200	572400	573600	574800	576000	577200	578400	579600	580800	582000	583200	584400	585600	586800	588000	589200	590400	591600	592800	594000	595200	596400	597600	598800	600000	601200	602400	603600	604800	606000	607200	608400	609600	610800	612000	613200	614400	615600	616800	618000	619200	620400	621600	622800	624000	625200	626400	627600	628800	630000	631200	632400	633600	634800	636000	637200	638400	639600	640800	642000	643200	644400	645600	646800	648000	649200	650400	651600	652800	654000	655200	656400	657600	658800	660000	661200	662400	663600	664800	666000	667200	668400	669600	670800	672000	673200	674400	675600	676800	678000	679200	680400	681600	682800	684000	685200	686400	687600	688800	690000	691200	692400	693600	694800	696000	697200	698400	699600	700800	702000	703200	704400	705600	706800	708000	709200	710400	711600	712800	714000	715200	716400	717600	718800	720000	721200	722400	723600	724800	726000	727200	728400	729600	730800	732000	733200	734400	735600	736800	738000	739200	740400	741600	742800	744000	745200	746400	747600	748800	750000	751200	752400	753600	754800	756000	757200	758400	759600	760800	762000	763200	764400	765600	766800	768000	769200	770400	771600	772800	774000	775200	776400	777600	778800	780000	781200	782400	783600	784800	786000	787200	788400	789600	790800	792000	793200	794400	795600	796800	798000	799200	800400	801600	802800	804000	805200	806400	807600	808800	810000	811200	812400	813600	814800	816000	817200	818400	819600	820800	822000	823200	824400	825600	826800	828000	829200	830400	831600	832800	834000	835200	836400	837600	838800	840000	841200	842400	843600	844800	846000	847200	848400	849600	850800	852000	853200	854400	855600	856800	858000	859200	860400	861600	862800	864000	865200	866400	867600	868800	870000	871200	872400	873600	874800	876000	877200	878400	879600	880800	882000	883200	884400	885600	886800	888000	889200	890400	891600	892800	894000	895200	896400	897600	898800	900000	901200	902400	903600	904800	906000	907200	908400	909600	910800	912000	913200	914400	915600	916800	918000	919200	920400	921600	922800	924000	925200	926400	927600	928800	930000	931200	932400	933600	934800	936000	937200	938400	939600	940800	942000	943200	944400	945600	946800	948000	949200	950400	951600	952800	954000	955200	956400	957600	958800	960000	961200	962400	963600	964800	966000	967200	968400	969600	970800	972000	973200	974400	975600	976800	978000	979200	980400	981600	982800	984000	985200	986400	987600	988800	990000	991200	992400	993600	994800	996000	997200	998400	999600	1000800	1002000	1003200	1004400	1005600	1006800	1008000	1009200	1010400	1011600	1012800	1014000	1015200	1016400	1017600	1018800	1020000	1021200	1022400	1023600	1024800	1026000	1027200	1028400	1029600	1030800	1032000	1033200	1034400	1035600	1036800	1038000	1039200	1040400	1041600	1042800	1044000	1045200	1046400	1047600	1048800	1050000	1051200	1052400	1053600	1054800	1056000	1057200	1058400	1059600	1060800	1062000	1063200	1064400	1065600	1066800	1068000	1069200	1070400	1071600	1072800	1074000	1075200	1076400	1077600	1078800	1080000	1081200	1082400	1083600	1084800	1086000	1087200	1088400	1089600	1090800	1092000	1093200	1094400	1095600	1096800	1098000	1099200	1100400	1101600	1102800	1104000	1105200	1106400	1107600	1108800	1110000	1111200	1112400	1113600	1114800	1116000	1117200	1118400	1119600	1120800	1122000	1123200	1124400	1125600	1126800	1128000	1129200	1130400	1131600	1132800	1134000	1135200	1136400	1137600	1138800	1140000	1141200	1142400	1143600	1144800	1146000	1147200	1148400	1149600	1150800	1152000	1153200	1154400	1155600	1156800	1158000	1159200	1160400	1161600	1162800	1164000	1165200	1166400	1167600	1168800	1170000	1171200	1172400	1173600	1174800	1176000	1177200	1178400	1179600	1180800	1182000	1183200	1184400	1185600	1186800	1188000	1189200	1190400	1191600	1192800	1194000	1195200	1196400	1197600	1198800	1199600	1200800	1202000	1203200	1204400	1205600	1206800	1208000	1209200	1210400	1211600	1212800	1214000	1215200	1216400	1217600	1218800	1220000	1221200	1222400	1223600	1224800	1226000	1227200	1228400	1229600	1230800	1232000	1233200	1234400	1235600	1236800	1238000	1239200	1240400	1241600	1242800	1244000	1245200	1246400	1247600	1248800	1250000	1251200	1252400	1253600	1254800	1256000	1257200	1258400	1259600	1260800	1262000	1263200	1264400	1265600	1266800	1268000	1269200	1270400	1271600	1272800	1274000	1275200	1276400	1277600	1278800	1280000	1281200	1282400	1283600	1284800	1286000	1287200	1288400	1289600	1290800	1292000	1293200	1294400	1295600	1296800	1298000	1299200	1300400	1301600	1302800	1304000	1305200	1306400	1307600	1308800	1310000	1311200	1312400	1313600	1314800	1316000	1317200	1318400	1319600	1320800	1322000	1323200	1324400	13256
--------	-------	------	------	------	------	------	------	------	------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	-------

POWERED HIGH-LIFT FORK OR PLATFORM TRUCKS (CONTINUED)

MAKE AND MODEL	POWER TYPE	MAST		OVERALL DIMENSIONS										TURNING RADIUS With 40" x 48" Pallet			BATTERY		SPEEDS With Capacity Load		TIRE SIZES						
				Operator—Sts, Stands, Walks	Service Weight (Lb.)— Excluding Battery	Maximum Load Capacity (Lb.)	Tilt	Wheelbase (In.)	Face of Forks to Center- line of Front Axle (In.)	Length		Under- clear- ance	Height (In.)														
		Forward (Deg.)	Telescopic							At Truck Fork (In.)	At Mast (In.)		Free Lift (In.)	Mast Collapsed	Mast Extended	Lifting	Minimum	Maximum	Maximum Over- all Carriage	Intersecting Aisle Width (In.)	Inside (In.)	Outside (Trailing) (In.)	Angle Stacking (In.)	Normal Voltage	Ampere Hours	Forward (Mph.)	Hoisting (Fpm.)
Lewis-Shipard Cont.	EM	Y	10	2	54	6 1/2	24 1/2	36 1/2	3	10	59	96	76	83	144	124	172	52 1/2	108 1/4	12	33	2.2	11	25	10 1/2 x 37	9 3/8	
	EM	Y	10	2	66	6 1/2	24 1/2	36 1/2	3	12	59	97	76	83	145	125	173	52 1/2	121 1/4	12	33	2.1	10	25	10 1/2 x 37	9 3/8	
	EM	Y	10	2	66	6 1/2	24 1/2	36 1/2	3	12	59	97	76	83	145	125	173	52 1/2	121 1/4	12	33	2.1	10	25	10 1/2 x 37	9 3/8	
	EM	Y	10	2	66	6 1/2	24 1/2	36 1/2	3	12	59	97	76	83	145	125	173	52 1/2	121 1/4	12	33	2.1	10	25	10 1/2 x 37	9 3/8	
	EM	Y	10	2	66	6 1/2	24 1/2	36 1/2	3	12	59	97	76	83	145	125	173	52 1/2	121 1/4	12	33	2.1	10	25	10 1/2 x 37	9 3/8	
	EM	Y	10	2	66	6 1/2	24 1/2	36 1/2	3	12	59	97	76	83	145	125	173	52 1/2	121 1/4	12	33	2.1	10	25	10 1/2 x 37	9 3/8	
	EM	Y	10	2	66	6 1/2	24 1/2	36 1/2	3	12	59	97	76	83	145	125	173	52 1/2	121 1/4	12	33	2.1	10	25	10 1/2 x 37	9 3/8	
	EM	Y	10	2	66	6 1/2	24 1/2	36 1/2	3	12	59	97	76	83	145	125	173	52 1/2	121 1/4	12	33	2.1	10	25	10 1/2 x 37	9 3/8	
	EM	Y	10	2	66	6 1/2	24 1/2	36 1/2	3	12	59	97	76	83	145	125	173	52 1/2	121 1/4	12	33	2.1	10	25	10 1/2 x 37	9 3/8	
	EM	Y	10	2	66	6 1/2	24 1/2	36 1/2	3	12	59	97	76	83	145	125	173	52 1/2	121 1/4	12	33	2.1	10	25	10 1/2 x 37	9 3/8	
	EM	Y	10	2	66	6 1/2	24 1/2	36 1/2	3	12	59	97	76	83	145	125	173	52 1/2	121 1/4	12	33	2.1	10	25	10 1/2 x 37	9 3/8	
	EM	Y	10	2	66	6 1/2	24 1/2	36 1/2	3	12	59	97	76	83	145	125	173	52 1/2	121 1/4	12	33	2.1	10	25	10 1/2 x 37	9 3/8	
	EM	Y	10	2	66	6 1/2	24 1/2	36 1/2	3	12	59	97	76	83	145	125	173	52 1/2	121 1/4	12	33	2.1	10	25	10 1/2 x 37	9 3/8	
	EM	Y	10	2	66	6 1/2	24 1/2	36 1/2	3	12	59	97	76	83	145	125	173	52 1/2	121 1/4	12	33	2.1	10	25	10 1/2 x 37	9 3/8	
	EM	Y	10	2	66	6 1/2	24 1/2	36 1/2	3	12	59	97	76	83	145	125	173	52 1/2	121 1/4	12	33	2.1	10	25	10 1/2 x 37	9 3/8	
	EM	Y	10	2	66	6 1/2	24 1/2	36 1/2	3	12	59	97	76	83	145	125	173	52 1/2	121 1/4	12	33	2.1	10	25	10 1/2 x 37	9 3/8	
	EM	Y	10	2	66	6 1/2	24 1/2	36 1/2	3	12	59	97	76	83	145	125	173	52 1/2	121 1/4	12	33	2.1	10	25	10 1/2 x 37	9 3/8	
	EM	Y	10	2	66	6 1/2	24 1/2	36 1/2	3	12	59	97	76	83	145	125	173	52 1/2	121 1/4	12	33	2.1	10	25	10 1/2 x 37	9 3/8	
	EM	Y	10	2	66	6 1/2	24 1/2	36 1/2	3	12	59	97	76	83	145	125	173	52 1/2	121 1/4	12	33	2.1	10	25	10 1/2 x 37	9 3/8	
	EM	Y	10	2	66	6 1/2	24 1/2	36 1/2	3	12	59	97	76	83	145	125	173	52 1/2	121 1/4	12	33	2.1	10	25	10 1/2 x 37	9 3/8	
Mercury	EM	Y	10	3	44	12 1/4	24 1/2	36 1/2	4	2	67	68	117	102	92	162	147	167	61	113 1/4	30	34	3.0	4.5	55	16 1/2 x 6	10 1/2
	EM	Y	10	3	47	12 1/4	24 1/2	36 1/2	4	2	67	68	117	102	92	162	147	167	61	113 1/4	30	34	3.0	4.5	55	16 1/2 x 6	10 1/2
	EM	Y	10	3	47	12 1/4	24 1/2	36 1/2	4	2	67	68	117	102	92	162	147	167	61	113 1/4	30	34	3.0	4.5	55	16 1/2 x 6	10 1/2
	EM	Y	10	3	47	12 1/4	24 1/2	36 1/2	4	2	67	68	117	102	92	162	147	167	61	113 1/4	30	34	3.0	4.5	55	16 1/2 x 6	10 1/2
	EM	Y	10	3	47	12 1/4	24 1/2	36 1/2	4	2	67	68	117	102	92	162	147	167	61	113 1/4	30	34	3.0	4.5	55	16 1/2 x 6	10 1/2
	EM	Y	10	3	47	12 1/4	24 1/2	36 1/2	4	2	67	68	117	102	92	162	147	167	61	113 1/4	30	34	3.0	4.5	55	16 1/2 x 6	10 1/2
	EM	Y	10	3	47	12 1/4	24 1/2	36 1/2	4	2	67	68	117	102	92	162	147	167	61	113 1/4	30	34	3.0	4.5	55	16 1/2 x 6	10 1/2
	EM	Y	10	3	47	12 1/4	24 1/2	36 1/2	4	2	67	68	117	102	92	162	147	167	61	113 1/4	30	34	3.0	4.5	55	16 1/2 x 6	10 1/2
	EM	Y	10	3	47	12 1/4	24 1/2	36 1/2	4	2	67	68	117	102	92	162	147	167	61	113 1/4	30	34	3.0	4.5	55	16 1/2 x 6	10 1/2
	EM	Y	10	3	47	12 1/4	24 1/2	36 1/2	4	2	67	68	117	102	92	162	147	167	61	113 1/4	30	34	3.0	4.5	55	16 1/2 x 6	10 1/2
	EM	Y	10	3	47	12 1/4	24 1/2	36 1/2	4	2	67	68	117	102	92	162	147	167	61	113 1/4	30	34	3.0	4.5	55	16 1/2 x 6	10 1/2
	EM	Y	10	3	47	12 1/4	24 1/2	36 1/2	4	2	67	68	117	102	92	162	147	167	61	113 1/4	30	34	3.0	4.5	55	16 1/2 x 6	10 1/2
	EM	Y	10	3	47	12 1/4	24 1/2	36 1/2	4	2	67	68	117	102	92	162	147	167	61	113 1/4	30	34	3.0	4.5	55	16 1/2 x 6	10 1/2
	EM	Y	10	3	47	12 1/4	24 1/2	36 1/2	4	2	67	68	117	102	92	162	147	167	61	113 1/4	30	34	3.0	4.5	55	16 1/2 x 6	10 1/2
	EM	Y	10	3	47	12 1/4	24 1/2	36 1/2	4	2	67	68	117	102	92	162	147	167	61	113 1/4	30	34	3.0	4.5	55	16 1/2 x 6	10 1/2
	EM	Y	10	3	47	12 1/4	24 1/2	36 1/2	4	2	67	68	117	102	92	162	147	167	61	113 1/4	30	34	3.0	4.5	55	16 1/2 x 6	10 1/2
	EM	Y	10	3	47	12 1/4	24 1/2	36 1/2	4	2	67	68	117	102	92	162	147	167	61	113 1/4	30	34	3.0	4.5	55	16 1/2 x 6	10 1/2
	EM	Y	10	3	47	12 1/4	24 1/2	36 1/2	4	2	67	68	117	102	92	162	147	167	61	113 1/4	30	34	3.0	4.5	55	16 1/2 x 6	10 1/2
	EM	Y	10	3	47	12 1/4	24 1/2	36 1/2	4	2	67	68	117	102	92	162	147	167	61	113 1/4	30	34	3.0	4.5	55	16 1/2 x 6	10 1/2
	EM	Y	10	3	47	12 1/4	24 1/2	36 1/2	4	2	67	68	117	102	92	162	147	167	61	113 1/4	30	34	3.0	4.5	55	16 1/2 x 6	10 1/2

For Abbreviations and Symbols see Page 73

POWERED HIGH-LIFT FORK OR PLATFORM TRUCKS (CONTINUED)

MAKE AND MODEL	Maximum Load Capacity (Lb.)	Service Weight (Lb.) — Excluding Battery	Operator — Sts, Stands, Walks	POWER TYPE	MAST		OVERALL DIMENSIONS										TURNING RADIUS With 40" x 48" Pallet			BATTERY	SPEEDS With Capacity Load		TIRE SIZES					
					Telescopic	Tilt	Wheelbase (In.)	Face of Forks to Center-line of Front Axle (In.)	Load Center (In.)	Length		Under-clear-ance	Height (In.)				Outside (Tailswing) (In.)	Inside (In.)	Intersecting Aisle Width (In.)		Minimum Aisle for Right Angle Stacking (In.)	Normal Voltage	Ampere Hours	Forward (Mph.)	Hoisting (Fpm.)	Lowering (Fpm.)	Drive Wheels	Steering Wheels
										Standard	At Trunk Center (In.)		At Mast (In.)	Free Lift (In.)	Mast Collapsed	Mast Extended												
Raymond—Cont.	SEJRT 3000	3700	EM	Hyd	Y	N	N	48 1/2	N	24	34 1/2	30	2	2	40	83	116	N	N	N	N	79	800	3.5	25	Var	10x5	10x5
	SEAPT 4000	2900	EM	Hyd	Y	N	N	54 1/2	N	30	30	30	2	2	60 1/2	83	120	N	N	N	N	74	600	3.5	25	Var	10x5	10x5
	SE2P 5000	2150	EM	Hyd	Y	N	N	54 1/2	N	30	29 1/2	30	2	2	62 1/2	83	121	N	N	N	N	72	600	3.5	25	Var	10x5	10x5
	SE4P 6000	2075	EM	Hyd	Y	N	N	54 1/2	N	30	29 1/2	30	2	2	62 1/2	83	121	N	N	N	N	71	600	3.5	25	Var	10x5	10x5
	SE2P 7000	2025	EM	Hyd	Y	N	N	54 1/2	N	30	29 1/2	30	2	2	62 1/2	83	121	N	N	N	N	71	600	3.5	25	Var	10x5	10x5
	SE4P 8000	2025	EM	Hyd	Y	N	N	54 1/2	N	30	29 1/2	30	2	2	62 1/2	83	121	N	N	N	N	71	600	3.5	25	Var	10x5	10x5
	SE2P 9000	2025	EM	Hyd	Y	N	N	54 1/2	N	30	29 1/2	30	2	2	62 1/2	83	121	N	N	N	N	71	600	3.5	25	Var	10x5	10x5
	SE4P 10000	2025	EM	Hyd	Y	N	N	54 1/2	N	30	29 1/2	30	2	2	62 1/2	83	121	N	N	N	N	71	600	3.5	25	Var	10x5	10x5
	SE2P 11000	2025	EM	Hyd	Y	N	N	54 1/2	N	30	29 1/2	30	2	2	62 1/2	83	121	N	N	N	N	71	600	3.5	25	Var	10x5	10x5
	SE4P 12000	2025	EM	Hyd	Y	N	N	54 1/2	N	30	29 1/2	30	2	2	62 1/2	83	121	N	N	N	N	71	600	3.5	25	Var	10x5	10x5
Revolver	SEJRT 3000	3700	EM	Hyd	Y	N	N	48 1/2	N	24	34 1/2	30	2	2	40	83	116	N	N	N	N	79	800	3.5	25	Var	10x5	10x5
	SEAPT 4000	2900	EM	Hyd	Y	N	N	54 1/2	N	30	30	30	2	2	60 1/2	83	120	N	N	N	N	74	600	3.5	25	Var	10x5	10x5
	SE2P 5000	2150	EM	Hyd	Y	N	N	54 1/2	N	30	29 1/2	30	2	2	62 1/2	83	121	N	N	N	N	72	600	3.5	25	Var	10x5	10x5
	SE4P 6000	2075	EM	Hyd	Y	N	N	54 1/2	N	30	29 1/2	30	2	2	62 1/2	83	121	N	N	N	N	71	600	3.5	25	Var	10x5	10x5
	SE2P 7000	2025	EM	Hyd	Y	N	N	54 1/2	N	30	29 1/2	30	2	2	62 1/2	83	121	N	N	N	N	71	600	3.5	25	Var	10x5	10x5
	SE4P 8000	2025	EM	Hyd	Y	N	N	54 1/2	N	30	29 1/2	30	2	2	62 1/2	83	121	N	N	N	N	71	600	3.5	25	Var	10x5	10x5
	SE2P 9000	2025	EM	Hyd	Y	N	N	54 1/2	N	30	29 1/2	30	2	2	62 1/2	83	121	N	N	N	N	71	600	3.5	25	Var	10x5	10x5
	SE4P 10000	2025	EM	Hyd	Y	N	N	54 1/2	N	30	29 1/2	30	2	2	62 1/2	83	121	N	N	N	N	71	600	3.5	25	Var	10x5	10x5
	SE2P 11000	2025	EM	Hyd	Y	N	N	54 1/2	N	30	29 1/2	30	2	2	62 1/2	83	121	N	N	N	N	71	600	3.5	25	Var	10x5	10x5
	SE4P 12000	2025	EM	Hyd	Y	N	N	54 1/2	N	30	29 1/2	30	2	2	62 1/2	83	121	N	N	N	N	71	600	3.5	25	Var	10x5	10x5
Scott	SEJRT 3000	3700	EM	Hyd	Y	N	N	48 1/2	N	24	34 1/2	30	2	2	40	83	116	N	N	N	N	79	800	3.5	25	Var	10x5	10x5
	SEAPT 4000	2900	EM	Hyd	Y	N	N	54 1/2	N	30	30	30	2	2	60 1/2	83	120	N	N	N	N	74	600	3.5	25	Var	10x5	10x5
	SE2P 5000	2150	EM	Hyd	Y	N	N	54 1/2	N	30	29 1/2	30	2	2	62 1/2	83	121	N	N	N	N	72	600	3.5	25	Var	10x5	10x5
	SE4P 6000	2075	EM	Hyd	Y	N	N	54 1/2	N	30	29 1/2	30	2	2	62 1/2	83	121	N	N	N	N	71	600	3.5	25	Var	10x5	10x5
	SE2P 7000	2025	EM	Hyd	Y	N	N	54 1/2	N	30	29 1/2	30	2	2	62 1/2	83	121	N	N	N	N	71	600	3.5	25	Var	10x5	10x5
	SE4P 8000	2025	EM	Hyd	Y	N	N	54 1/2	N	30	29 1/2	30	2	2	62 1/2	83	121	N	N	N	N	71	600	3.5	25	Var	10x5	10x5
	SE2P 9000	2025	EM	Hyd	Y	N	N	54 1/2	N	30	29 1/2	30	2	2	62 1/2	83	121	N	N	N	N	71	600	3.5	25	Var	10x5	10x5
	SE4P 10000	2025	EM	Hyd	Y	N	N	54 1/2	N	30	29 1/2	30	2	2	62 1/2	83	121	N	N	N	N	71	600	3.5	25	Var	10x5	10x5
	SE2P 11000	2025	EM	Hyd	Y	N	N	54 1/2	N	30	29 1/2	30	2	2	62 1/2	83	121	N	N	N	N	71	600	3.5	25	Var	10x5	10x5
	SE4P 12000	2025	EM	Hyd	Y	N	N	54 1/2	N	30	29 1/2	30	2	2	62 1/2	83	121	N	N	N	N	71	600	3.5	25	Var	10x5	10x5
Silent Hoist	SEJRT 3000	3700	EM	Hyd	Y	N	N	48 1/2	N	24	34 1/2	30	2	2	40	83	116	N	N	N	N	79	800	3.5	25	Var	10x5	10x5
	SEAPT 4000	2900	EM	Hyd	Y	N	N	54 1/2	N	30	30	30	2	2	60 1/2	83	120	N	N	N	N	74	600	3.5	25	Var	10x5	10x5
	SE2P 5000	2150	EM	Hyd	Y	N	N	54 1/2	N	30	29 1/2	30	2	2	62 1/2	83	121	N	N	N	N	72	600	3.5	25	Var	10x5	10x5
	SE4P 6000	2075	EM	Hyd	Y	N	N	54 1/2	N	30	29 1/2	30	2	2	62 1/2	83	121	N	N	N	N	71	600	3.5	25	Var	10x5	10x5
	SE2P 7000	2025	EM	Hyd	Y	N	N	54 1/2	N	30	29 1/2	30	2	2	62 1/2	83	121	N	N	N	N	71	600	3.5	25	Var	10x5	10x5
	SE4P 8000	2025	EM	Hyd	Y	N	N	54 1/2	N	30	29 1/2	30	2	2	62 1/2	83	121	N	N	N	N	71	600	3.5	25	Var	10x5	10x5
	SE2P 9000	2025	EM	Hyd	Y	N	N	54 1/2	N	30	29 1/2	30	2	2	62 1/2	83	121	N	N	N	N	71	600	3.5	25	Var	10x5	10x5
	SE4P 10000	2025	EM	Hyd	Y	N	N	54 1/2	N	30	29 1/2	30	2	2	62 1/2	83	121	N	N	N	N	71	600	3.5	25	Var	10x5	10x5
	SE2P 11000	2025	EM	Hyd	Y	N	N	54 1/2	N	30	29 1/2	30	2	2	62 1/2	83	121	N	N	N	N	71	600	3.5	25	Var	10x5	10x5
	SE4P 12000	2025	EM	Hyd	Y	N	N	54 1/2	N	30	29 1/2	30	2	2	62 1/2	83	121	N	N	N	N	71	600	3.5	25	Var	10x5	10x5
Towmotor	SEJRT 3000	3700	EM	Hyd	Y	N	N	48 1/2	N	24	34 1/2	30	2	2	40	83	116	N	N	N	N	79	800	3.5	25	Var	10x5	10x5
	SEAPT 4000	2900	EM	Hyd	Y	N	N	54 1/2	N	30	30	30	2	2	60 1/2	83	120	N	N	N	N	74	600	3.5	25	Var	10x5	10x5
	SE2P 5000	2150	EM	Hyd	Y	N	N	54 1/2	N	30	29 1/2	30	2	2	62 1/2	83	121	N	N	N	N	72	600	3.5	25	Var	10x5	10x5
	SE4P 6000	2075	EM	Hyd	Y	N	N	54 1/2	N	30	29 1/2	30	2	2	62 1/2	83	121	N	N	N	N	71	600	3.5	25	Var	10x5	10x5
	SE2P 7000	2025	EM	Hyd	Y	N	N	54 1/2	N	30	29 1/2	30	2	2	62 1/2	83	121	N	N	N	N	71	600	3.5	25	Var	10x5	10x5
	SE4P 8000	2025	EM	Hyd	Y	N	N	54 1/2	N	30	29 1/2	30	2	2	62 1/2	83	121	N	N	N	N	71	600	3.5	25	Var	10x5	10x5
	SE2P 9000	2025	EM	Hyd	Y	N	N	54 1/2	N	30	29 1/2	30	2	2	62 1/2	83	121	N	N	N	N	71	600	3.5	25	Var	10x5	10x5
	SE4P 10000	2025	EM	Hyd	Y	N	N	54 1/2	N	30	29 1/2	30	2	2	62 1/2	83	121	N	N	N	N	71	600	3.5	25	Var	10x5	10x5
	SE2P 11000	2025	EM	Hyd	Y	N	N	54 1/2	N	30	29 1/2	30	2	2	62 1/2	83	121	N	N	N	N	71	600	3.5	25	Var	10x5	10x5
	SE4P 12000	2025	EM	Hyd	Y	N	N	54 1/2	N	30	29 1/2	30	2	2	62 1/2	83	121	N	N	N	N	71	600	3.5	25	Var	10x5	10x5
Transit	SEJRT 3000	3700	EM	Hyd	Y	N	N	48 1/2	N	24	34 1/2	30	2	2	40	83	116	N	N	N	N	79	800	3.5	25	Var	10x5	10x5
	SEAPT 4000	2900	EM	Hyd	Y	N	N	54 1/2	N	30	30	30	2	2	60 1/2	83	120	N	N	N	N	74	600	3.5	25	Var	10x5	10x5

GA-30H	3000	6190	S	Fk	GL	Hvd	Y	10	4	54	18	24	96	36	5	3	84	103	84	115	199	168	206	87	6	120	12	6	9	FV	7,000/12	6,000/9	
GA-40	4000	7000	S	Fk	GL	Hvd	Y	10	4	54	18	24	96	36	5	3	84	61	103	84	115	199	168	206	90	7	120	12	6	9	FV	7,000/12	6,000/9
GA-50	5000	7500	S	Fk	GL	Hvd	Y	10	4	54	18	24	96	36	5	3	84	61	103	84	115	199	168	206	92	7	120	12	6	9	FV	7,000/12	6,000/9
GA-60H	6000	7800	S	Fk	GL	Hvd	Y	10	4	54	18	24	96	36	5	3	84	61	103	84	115	199	168	206	92	7	120	12	6	9	FV	7,000/12	6,000/9
GA-80	8000	8500	S	Fk	GL	Hvd	Y	10	4	66	20	24	116	36	5	3	84	61	103	84	115	199	168	206	116	13	120	12	6	9	FV	7,500/15	6,500/10
GA-80	8000	8500	S	Fk	GL	Hvd	Y	10	4	66	20	24	116	36	5	3	84	61	103	84	115	199	168	206	116	13	120	12	6	9	FV	7,500/15	6,500/10
CL-6	12060		S	Fk	GL	Hvd	Y	12	90	72	23	24	122	48	6										326	188						16,000/25 Dual	7,500/10
CL-8	12060		S	Fk	GL	Hvd	Y	12	90	72	23	24	122	48	6										326	188						16,000/25 Dual	7,500/10
CL-10	12060		S	Fk	GL	Hvd	Y	12	90	72	23	24	122	48	6										326	188						16,000/25 Dual	7,500/10
CL-7	7000	14800	S	Fk	DE	Hvd	Y	12	90	72	23	24	113	48	6										122	111						14,000/25 Dual	7,500/15
CL-30	30000	47000	S	Fk	DE	Hvd	Y	12	90	106	40	36	204	72	13										276	124						16,000/25 Dual	14,000/25
CL-45	40000	70000	S	Fk	DE	Hvd	Y	12	90	120	40	48	228	96	13										281	126						16,000/25 Dual	14,000/25
CL-70	70000	93600	S	Fk	DE	Hvd	Y	12	90	120	40	48	246	96	18										336	192						16,000/25 Dual	14,000/25
Truck-Man.																																	
1Y-40	4000	6930	S	Fk	GE	Hvd	Y	10	4	18	24	96	36	12	6	8									164							7,500/15	6,500/10
1Y-50	5000	7430	S	Fk	GE	Hvd	Y	10	4	18	24	96	36	12	6	8									164							7,500/15	6,500/10
1Y-60	6000	8560	S	Fk	GE	Hvd	Y	10	4	18	24	96	36	12	6	8									164							7,500/15	6,500/10
1W-40	4000	7060	S	Fk	GE	Hvd	Y	10	4	46	14	24	76	36	4	8									126							18x12x8	15x10x6
1W-50	5000	7560	S	Fk	GE	Hvd	Y	10	4	46	14	24	76	36	4	8									126							18x12x8	15x10x6
W-30	3000	6550	S	Fk	GE	Hvd	Y	10	4	61	18	24	96	36	8	6									92	12	72	10	6	9	FV	7,500/15	6,500/10
W-30	3000	6550	S	Fk	GE	Hvd	Y	10	4	61	18	24	96	36	8	6									92	12	72	10	6	9	FV	7,500/15	6,500/10
Wright-Hibbard																																	
1224-A	2000	4650	S	Fk	EM	Hvd	Y	10	3	38	14	24	89	36	5	2	30	49	81	62	90	163	144	165	72	12	11	11	11	11	11	16x12x12	10x5x6
124-A	3000	4950	S	Fk	EM	Hvd	Y	10	3	42	14	24	89	36	5	2	30	49	81	62	90	163	144	165	72	12	11	11	11	11	11	16x12x12	10x5x6
124-A	3000	4950	S	Fk	EM	Hvd	Y	10	3	42	14	24	89	36	5	2	30	49	81	62	90	163	144	165	72	12	11	11	11	11	11	16x12x12	10x5x6
TTC	2000	2560	SI	Ph	EM	Hvd	Y	10	4	45	14	24	76	36	4										109	69	129	10	6	9	FV	7,500/15	6,500/10
TTC	3000	2560	SI	Ph	EM	Hvd	Y	10	4	45	14	24	76	36	4										109	69	129	10	6	9	FV	7,500/15	6,500/10
TTC	4000	2560	SI	Ph	EM	Hvd	Y	10	4	45	14	24	76	36	4										109	69	129	10	6	9	FV	7,500/15	6,500/10
TTC	2000	2900	SI	Ph	EM	Hvd	Y	10	4	45	14	24	76	36	4										109	69	129	10	6	9	FV	7,500/15	6,500/10
TTC	3000	2900	SI	Ph	EM	Hvd	Y	10	4	45	14	24	76	36	4										109	69	129	10	6	9	FV	7,500/15	6,500/10
TTC	2000	2900	SI	Ph	EM	Hvd	Y	10	4	45	14	24	76	36	4										109	69	129	10	6	9	FV	7,500/15	6,500/10
TTC	3000	2900	SI	Ph	EM	Hvd	Y	10	4	45	14	24	76	36	4										109	69	129	10	6	9	FV	7,500/15	6,500/10
TTC	2000	2900	SI	Ph	EM	Hvd	Y	10	4	45	14	24	76	36	4										109	69	129	10	6	9	FV	7,500/15	6,500/10
TTC	3000	2900	SI	Ph	EM	Hvd	Y	10	4	45	14	24	76	36	4										109	69	129	10	6	9	FV	7,500/15	6,500/10
TTC	2000	2900	SI	Ph	EM	Hvd	Y	10	4	45	14	24	76	36	4										109	69	129	10	6	9	FV	7,500/15	6,500/10
TTC	3000	2900	SI	Ph	EM	Hvd	Y	10	4	45	14	24	76	36	4										109	69	129	10	6	9	FV	7,500/15	6,500/10
TTC	2000	2900	SI	Ph	EM	Hvd	Y	10	4	45	14	24	76	36	4										109	69	129	10	6	9	FV	7,500/15	6,500/10
TTC	3000	2900	SI	Ph	EM	Hvd	Y	10	4	45	14	24	76	36	4										109	69	129	10	6	9	FV	7,500/15	6,500/10
TTC	2000	2900	SI	Ph	EM	Hvd	Y	10	4	45	14	24	76	36	4										109	69	129	10	6	9	FV	7,500/15	6,500/10
TTC	3000	2900	SI	Ph	EM	Hvd	Y	10	4	45	14	24	76	36	4										109	69	129	10	6	9	FV	7,500/15	6,500/10
TTC	2000	2900	SI	Ph	EM	Hvd	Y	10	4	45	14	24	76	36	4										109	69	129	10	6	9	FV	7,500/15	6,500/10
TTC	3000	2900	SI	Ph	EM	Hvd	Y	10	4	45	14	24	76	36	4										109	69	129	10	6	9	FV	7,500/15	6,500/10
TTC	2000	2900	SI	Ph	EM	Hvd	Y	10	4	45	14	24	76	36	4										109	69	129	10	6	9	FV	7,500/15	6,500/10
TTC	3000	2900	SI	Ph	EM	Hvd	Y	10	4	45	14	24	76	36	4										109	69	129	10	6	9	FV	7,500/15	6,500/10
TTC	2000	2900	SI	Ph	EM	Hvd	Y	10	4	45	14	24	76	36	4										109	69	129	10	6	9	FV	7,500/15	6,500/10
TTC	3000	2900	SI	Ph	EM	Hvd	Y	10	4	45	14	24	76	36	4										109	69	129	10	6	9	FV	7,500/15	6,500/10
TTC	2000	2900	SI	Ph	EM	Hvd	Y	10	4	45	14	24	76	36	4										109	69	129	10	6	9	FV	7,500/15	6,500/10
TTC	3000	2900	SI	Ph	EM	Hvd	Y	10	4	45	14	24	76	36	4										109	69	129	10	6	9	FV	7,500/15	6,500/10
TTC	2000	2900	SI	Ph	EM	Hvd	Y	10	4	45	14	24	76	36	4										109	69	129	10	6	9	FV	7,500/15	6,500/10
TTC	3000	2900	SI	Ph	EM	Hvd	Y	10	4	45	14	24	76	36	4										109	69	129	10	6	9	FV	7,500/15	6,500/10
TTC	2000	2900	SI	Ph	EM	Hvd	Y	10	4	45	14	24	76	36	4										109	69	129	10	6	9	FV	7,500/15	6,500/10
TTC	3000	2900	SI	Ph	EM	Hvd	Y	10	4	45	14	24	76	36	4										109	69	129	10	6	9	FV	7,500/15	6,500/10
TTC	2000	2900	SI	Ph	EM	Hvd	Y	10	4	45	14	24	76	36	4										109	69	129	10	6	9	FV	7,500/15	6,500/10
TTC	3000	2900	SI	Ph	EM	Hvd	Y	10	4	45	14	24	76	36	4										109	69	129	10	6	9	FV	7,500/15	6,500/10
TTC	2000	2900	SI	Ph	EM	Hvd	Y	10	4	45	14	24	76	36	4										109	69	129	10	6	9	FV	7,500/15	6,500/10
TTC	3000	2900	SI	Ph	EM	Hvd	Y	10	4	45	14	24	76	36	4										109								

POWERED HIGH-LIFT FORK OR PLATFORM TRUCKS (CONTINUED)

MAKE AND MODEL	Maximum Load Capacity (Lb.)	Service Weight (Lb.) — Excluding Battery	Operator—Sits, Stands, Walks	Lift—Fork or Platform	POWER TYPE	MAST		OVERALL DIMENSIONS										TURNING RADIUS With 40' x 48" Pallet		BATTERY	SPEEDS With Capacity Load		TIRE SIZES																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																									
						Telescopic	Tilt	Wheelbase (In.)	Face of Forks to Center-Line of Front Axle (In.)	Load Center (In.)	Length		Under-clearance	Height (In.)							Intersecting Aisle Width (In.)	Angle Stacking (In.)	Normal Voltage	Ampere Hours	Forward (Mph.)	Retracting (Fpm.)	Lowering (Fpm.)	Drive Wheels	Steering Wheels																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
											Standard Forks (In.)	At Mast (In.)		Free Lift (In.)	Minimum Mast Collapsed	Minimum Mast Extended	Lifting	Maximum Mast Collapsed	Maximum Mast Extended	Lifting										Maximum Overall-Including Carriage or Backguard																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																		
Vale & Towne—Cont.																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																</

ABBREVIATIONS

1—Counter balanced.	32—39 to 36.	47—12 ft Diesel.	AB—Automotive regenerative brake.	GL—Gasoline or LPG engine.
2—Maximum.	33—350 to 432.	48—60 to 120.	AC—Crankshaft and chain.	HC—Hydraulic and chain.
3—Without load.	34—350 to 504.	49—70 and 14.	AD—Automatic.	HE—Hydraulic.
4—Counter balancing optional.	35—400 to 576.	50—64 and 20.	DB—Diesel engine.	Hyd—Hydraulic.
5—Non-counter-balanced.	36—450 to 648.	51—64½ and 20.	E—Electric or gas-electric.	N—No or none.
6—400 to 600.	37—Combination steering and drive wheel.	52—86 and 20.	EM—Electric motor.	Opt—Optional.
7—400 to 600.	38—Load wheels.	53—83½ and 59.	EMG—Electric motor or gasoline engine.	Plat—Platform.
8—400 to 600.	39—20 to 700.	54—83½ and 80½.	FR—Fork or ram.	R—Ram.
9—30 to 16.	40—54 to 10 x 4.	55—36 to 45.	FR—Fork ram.	Reg—Regulated.
10—45 to 60.	41—28 to 30.	56—30 to 32.	FR—Fork ram.	S—Sigsbee.
11—30 to 36.	42—350 to 500.	57—30 to 32.	FR—Fork ram.	Sp—Built to specifications.
12—With 45° load.	43—450 to 550.	58—350 to 800.	FR—Fork ram.	Ss—Sits or stands.
13—450 to 800.	44—300 to 350.	59—850 to 920.	GD—Gasoline or Diesel engine.	St—Stands.
14—350 to 750.	45—Load length plus 24*.	60—300 to 432.	GE—Gasoline engine.	Var—Various.
15—350 to 800.	46—For minimum standard lift.	61—12 to 24.		W—Walks.
16—350 to 650.		62—15 to 34.		Y—Yes.
17—18 to 30.		63—15 to 24.		
18—Including battery and counter-weight.				
19—350 to 500.				
20—400 to 550.				
21—450 to 600.				
22—500 to 650.				
23—500 to 700.				
24—500 to 800.				
25—750 to 800.				
26—750 to 800.				
27—32 to 36.				
28—36 to 60.				
29—43 to 72.				
30—43 to 72.				
31—350 to 650.				

INDUSTRIAL TRUCKS—TOWING TRACTOR TYPE

MAKE AND MODEL	Draught Pull (Lb.)	Trailing Load—Dry Level Concrete (Tons)	Weight—Excluding Battery (Lb.)	Operator—Sits, Stands, Walks	Motive Power	BATTERY		DIMENSIONS (In.)					TURNING RADIUS (In.)			SPEEDS				GRAD-ABILITY (Per Cent)		COUPLER		TIRES					
						Normal Voltage	Ampere Hours	Wheelbase	Length—Overall	Width—Overall	Height—To Steering Wheel	Under-clearance		Outside	Inside	Intersecting Axle	Number of Forward	Forward	Reverse	Unloaded (Mph)	Loaded (Mph)	Unloaded	At Rated Load	Steering Wheels	Driving Wheels	Type	Sizes		
												Lowest Point	At Truck Center																
Automatic	FT	250	7	7851	S	EM	24	30	46½	29	51½	3½	6	37	48	2½	48	48	48	48	48	48	48	48	48	48	48	10½x5	17x4½
	FTE	250	7	8551	St	EM	24	29	52	29	42	6	6	37	48	2½	48	48	48	48	48	48	48	48	48	48	48	10½x5	17x4½
	BTW	600	17	5840	S	EM	36	67	38½	31	48	6	6	44	63	8.3	5.7	5.7	5.7	5.7	5.7	5.7	5.7	5.7	5.7	5.7	5.7	16x4	22x6
	LTWE	600	17	3550	S	EM	36	67	38½	31	48	6	6	44	63	8.3	5.7	5.7	5.7	5.7	5.7	5.7	5.7	5.7	5.7	5.7	5.7	16x4	22x6
	WT-2A	200	200	1450	W	EM	12	32	48	33½	48	3	3	42	42	3.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	6½x5	8½x5
	GLT	1000	4000	4700	S	GE	12	46	79½	33½	48	6	6	42	42	3.0	1.9	1.9	1.9	1.9	1.9	1.9	1.9	1.9	1.9	1.9	1.9	10x5	16½x5
	WT-4A	1500	4000	4700	S	GE	12	46	79½	33½	48	6	6	42	42	3.0	1.9	1.9	1.9	1.9	1.9	1.9	1.9	1.9	1.9	1.9	1.9	10x5	16½x5
	WT-4BS	4000	4000	1800	W	EM	12	32	48	33½	48	3	3	42	42	3.0	1.9	1.9	1.9	1.9	1.9	1.9	1.9	1.9	1.9	1.9	1.9	10x5	16½x5
	UT2	200	200	1436	S	EM	12	32	48	33½	48	3	3	42	42	3.0	1.9	1.9	1.9	1.9	1.9	1.9	1.9	1.9	1.9	1.9	1.9	10x5	16½x5
	UT4	400	400	1736	S	EM	12	32	48	33½	48	3	3	42	42	3.0	1.9	1.9	1.9	1.9	1.9	1.9	1.9	1.9	1.9	1.9	1.9	10x5	16½x5
Barrett-Craven	WTR	200	200	1715	S	EM	24	37	48½	33½	41	2½	6	48	48	6.7	6.7	6.7	6.7	6.7	6.7	6.7	6.7	6.7	6.7	6.7	6.7	10x5	16x4
	JW-1.5	1500	5	1600	S	EM	32	58	33	58	51	6	6	48	48	7.0	7.0	7.0	7.0	7.0	7.0	7.0	7.0	7.0	7.0	7.0	7.0	12x3½	16x4
	JW-2	2000	7½	2800	S	EM	36	68	40	61½	61½	6	6	48	48	7.0	7.0	7.0	7.0	7.0	7.0	7.0	7.0	7.0	7.0	7.0	7.0	12x3½	16x4
	NW-3	3000	10	3200	S	EM	36	79	42	61½	61½	6	6	48	48	7.0	7.0	7.0	7.0	7.0	7.0	7.0	7.0	7.0	7.0	7.0	7.0	12x3½	16x4
	NW-4	4000	14	3400	S	EM	36	79	42	61½	61½	6	6	48	48	7.0	7.0	7.0	7.0	7.0	7.0	7.0	7.0	7.0	7.0	7.0	7.0	12x3½	16x4
	TG-12	200	5	500	W	EM	12	24	27	27	53	2½	2½	42	42	3.0	1.6	1.6	1.6	1.6	1.6	1.6	1.6	1.6	1.6	1.6	1.6	10x5	7x2½
	OG-12	200	5	500	W	EM	12	24	27	27	53	2½	2½	42	42	3.0	1.6	1.6	1.6	1.6	1.6	1.6	1.6	1.6	1.6	1.6	1.6	10x5	7x2½
	OG-24	200	5	500	W	EM	24	32	46½	27½	58	4½	4½	42	42	3.0	1.6	1.6	1.6	1.6	1.6	1.6	1.6	1.6	1.6	1.6	1.6	10x5	7x2½
	FG-24	200	5	500	W	EM	24	32	46½	27½	58	4½	4½	42	42	3.0	1.6	1.6	1.6	1.6	1.6	1.6	1.6	1.6	1.6	1.6	1.6	10x5	7x2½
	GFG-24	200	5	500	W	EM	24	32	46½	27½	58	4½	4½	42	42	3.0	1.6	1.6	1.6	1.6	1.6	1.6	1.6	1.6	1.6	1.6	1.6	10x5	7x2½
Clark	CKE-5	500	10	1650	St	GE	24	34	62½	29	54½	8½	2½	50	6	41½	6.5	7.2	7.2	7.2	7.2	7.2	7.2	7.2	7.2	7.2	7.2	13x3½x8¼	16½x8½
	CK-20	2000	40	3200	S	GE	36	40	68	38	54½	8½	2½	50	6	41½	6.5	7.2	7.2	7.2	7.2	7.2	7.2	7.2	7.2	7.2	7.2	13x3½x8¼	16½x8½
	CK-26	2600	52	3400	S	GE	36	40	68	38	54½	8½	2½	50	6	41½	6.5	7.2	7.2	7.2	7.2	7.2	7.2	7.2	7.2	7.2	7.2	13x3½x8¼	16½x8½
	CT-21	1100	20	1600	S	GE	24	34	62½	29	54½	8½	2½	50	6	41½	6.5	7.2	7.2	7.2	7.2	7.2	7.2	7.2	7.2	7.2	7.2	13x3½x8¼	16½x8½
	CT-21	1100	20	1600	S	GE	24	34	62½	29	54½	8½	2½	50	6	41½	6.5	7.2	7.2	7.2	7.2	7.2	7.2	7.2	7.2	7.2	7.2	13x3½x8¼	16½x8½
	CT-30	3000	60	3600	S	GE	36	40	68	38	54½	8½	2½	50	6	41½	6.5	7.2	7.2	7.2	7.2	7.2	7.2	7.2	7.2	7.2	7.2	13x3½x8¼	16½x8½

INDUSTRIAL TRUCKS—TOWING TRACTOR TYPE (CONTINUED)

MAKE AND MODEL	BATTERY	DIMENSIONS (In.)			TURNING RADIUS (In.)		SPEEDS				GRAD- ABILITY (Per Cent)	TIRES													
		Normal Voltage	Ampere Hours	Wheelbase	Length—Overall	Width—Overall	Height To Steering Wheel	Under- clearance	Outside			Inside	Intersecting Aisle	Number of Forward	Number of Reverse	Unloaded (Mph)		Loaded (Mph)	At Rated Load	Coupler	Type		Driving Wheels	Steering Wheels	Sizes
									At Truck Center	Lowest Point						Forward	Reverse				Forward	Reverse			
Clark—Cantl.	GE	36	540	64 1/2	105 1/2	65 1/2	56	11	5 1/2	129	40	4	4	1	13.1	1.7	14	8	Opt	Pn	Pn	6.00 9	6.50 16		
		36	540	66 1/2	107 1/2	66 1/2	58 1/2	7	7	148	56	4	4	1	16.0	2.1	18	9	Opt	Pn	Pn	7.50 16	7.50 16		
		36	540	68 1/2	110 1/2	68 1/2	60 1/2	7	7	168	56	4	4	1	16.0	2.1	20	10	Opt	Pn	Pn	8.25 20	8.25 20		
		36	540	68 1/2	110 1/2	68 1/2	60 1/2	7	7	168	56	4	4	1	16.0	2.1	20	10	Opt	Pn	Pn	8.25 20	8.25 20		
		36	540	68 1/2	110 1/2	68 1/2	60 1/2	7	7	168	56	4	4	1	16.0	2.1	20	10	Opt	Pn	Pn	8.25 20	8.25 20		
Kalamazoo.	EM	12	36	34	44	44	57 1/2	4 1/4	3	74	18 1/2	58	4	4	3.1	2.2	7	7	Opt	Cu	Cu	15 1/2 x 15	15 1/2 x 15		
		12	36	34	44	44	57 1/2	4 1/4	3	74	18 1/2	58	4	4	3.1	2.2	7	7	Opt	Cu	Cu	15 1/2 x 15	15 1/2 x 15		
		12	36	34	44	44	57 1/2	4 1/4	3	74	18 1/2	58	4	4	3.1	2.2	7	7	Opt	Cu	Cu	15 1/2 x 15	15 1/2 x 15		
		12	36	34	44	44	57 1/2	4 1/4	3	74	18 1/2	58	4	4	3.1	2.2	7	7	Opt	Cu	Cu	15 1/2 x 15	15 1/2 x 15		
		12	36	34	44	44	57 1/2	4 1/4	3	74	18 1/2	58	4	4	3.1	2.2	7	7	Opt	Cu	Cu	15 1/2 x 15	15 1/2 x 15		
Lewis-Shepard	EM	12	36	34	44	44	57 1/2	4 1/4	3	74	18 1/2	58	4	4	3.1	2.2	7	7	Opt	Cu	Cu	15 1/2 x 15	15 1/2 x 15		
		12	36	34	44	44	57 1/2	4 1/4	3	74	18 1/2	58	4	4	3.1	2.2	7	7	Opt	Cu	Cu	15 1/2 x 15	15 1/2 x 15		
		12	36	34	44	44	57 1/2	4 1/4	3	74	18 1/2	58	4	4	3.1	2.2	7	7	Opt	Cu	Cu	15 1/2 x 15	15 1/2 x 15		
		12	36	34	44	44	57 1/2	4 1/4	3	74	18 1/2	58	4	4	3.1	2.2	7	7	Opt	Cu	Cu	15 1/2 x 15	15 1/2 x 15		
		12	36	34	44	44	57 1/2	4 1/4	3	74	18 1/2	58	4	4	3.1	2.2	7	7	Opt	Cu	Cu	15 1/2 x 15	15 1/2 x 15		
Lift Trucks	EM	12	36	34	44	44	57 1/2	4 1/4	3	74	18 1/2	58	4	4	3.1	2.2	7	7	Opt	Cu	Cu	15 1/2 x 15	15 1/2 x 15		
		12	36	34	44	44	57 1/2	4 1/4	3	74	18 1/2	58	4	4	3.1	2.2	7	7	Opt	Cu	Cu	15 1/2 x 15	15 1/2 x 15		
		12	36	34	44	44	57 1/2	4 1/4	3	74	18 1/2	58	4	4	3.1	2.2	7	7	Opt	Cu	Cu	15 1/2 x 15	15 1/2 x 15		
		12	36	34	44	44	57 1/2	4 1/4	3	74	18 1/2	58	4	4	3.1	2.2	7	7	Opt	Cu	Cu	15 1/2 x 15	15 1/2 x 15		
		12	36	34	44	44	57 1/2	4 1/4	3	74	18 1/2	58	4	4	3.1	2.2	7	7	Opt	Cu	Cu	15 1/2 x 15	15 1/2 x 15		
Mercury.	GE	24	3600	41 1/2	70 1/2	40	56	10	4	54 1/2	54 1/2	3	3	3	4.0	4.0	4.5	4.5	Opt	Cu	Cu	10 3/4	10 3/4		
		24	3600	41 1/2	70 1/2	40	56	10	4	54 1/2	54 1/2	3	3	3	4.0	4.0	4.5	4.5	Opt	Cu	Cu	10 3/4	10 3/4		
		24	3600	41 1/2	70 1/2	40	56	10	4	54 1/2	54 1/2	3	3	3	4.0	4.0	4.5	4.5	Opt	Cu	Cu	10 3/4	10 3/4		
		24	3600	41 1/2	70 1/2	40	56	10	4	54 1/2	54 1/2	3	3	3	4.0	4.0	4.5	4.5	Opt	Cu	Cu	10 3/4	10 3/4		
		24	3600	41 1/2	70 1/2	40	56	10	4	54 1/2	54 1/2	3	3	3	4.0	4.0	4.5	4.5	Opt	Cu	Cu	10 3/4	10 3/4		
Revelator.	GE	38	3300	45	83	42	55	8	5	82	82	3	3	3	4.0	4.0	4.5	4.5	Opt	Cu	Cu	18 1/4	18 1/4		
		38	3300	45	83	42	55	8	5	82	82	3	3	3	4.0	4.0	4.5	4.5	Opt	Cu	Cu	18 1/4	18 1/4		
		38	3300	45	83	42	55	8	5	82	82	3	3	3	4.0	4.0	4.5	4.5	Opt	Cu	Cu	18 1/4	18 1/4		
		38	3300	45	83	42	55	8	5	82	82	3	3	3	4.0	4.0	4.5	4.5	Opt	Cu	Cu	18 1/4	18 1/4		
		38	3300	45	83	42	55	8	5	82	82	3	3	3	4.0	4.0	4.5	4.5	Opt	Cu	Cu	18 1/4	18 1/4		
Revelator.	GE	38	3300	45	83	42	55	8	5	82	82	3	3	3	4.0	4.0	4.5	4.5	Opt	Cu	Cu	18 1/4	18 1/4		
		38	3300	45	83	42	55	8	5	82	82	3	3	3	4.0	4.0	4.5	4.5	Opt	Cu	Cu	18 1/4	18 1/4		
		38	3300	45	83	42	55	8	5	82	82	3	3	3	4.0	4.0	4.5	4.5	Opt	Cu	Cu	18 1/4	18 1/4		
		38	3300	45	83	42	55	8	5	82	82	3	3	3	4.0	4.0	4.5	4.5	Opt	Cu	Cu	18 1/4	18 1/4		
		38	3300	45	83	42	55	8	5	82	82	3	3	3	4.0	4.0	4.5	4.5	Opt	Cu	Cu	18 1/4	18 1/4		
Silent Hoist.	GE	12	3600	36 1/2	67 1/2	32	50	3	3	74	74	2	2	2	3.5	3.5	3.5	3.5	Opt	Cu	Cu	12 3/4	12 3/4		
		12	3600	36 1/2	67 1/2	32	50	3	3	74	74	2	2	2	3.5	3.5	3.5	3.5	Opt	Cu	Cu	12 3/4	12 3/4		
		12	3600	36 1/2	67 1/2	32	50	3	3	74	74	2	2	2	3.5	3.5	3.5	3.5	Opt	Cu	Cu	12 3/4	12 3/4		
		12	3600	36 1/2	67 1/2	32	50	3	3	74	74	2	2	2	3.5	3.5	3.5	3.5	Opt	Cu	Cu	12 3/4	12 3/4		
		12	3600	36 1/2	67 1/2	32	50	3	3	74	74	2	2	2	3.5	3.5	3.5	3.5	Opt	Cu	Cu	12 3/4	12 3/4		
Towmotor.	GL	6	3600	36 1/2	67 1/2	32	50	3	3	74	74	2	2	2	3.5	3.5	3.5	3.5	Opt	Cu	Cu	12 3/4	12 3/4		
		6	3600	36 1/2	67 1/2	32	50	3	3	74	74	2	2	2	3.5	3.5	3.5	3.5	Opt	Cu	Cu	12 3/4	12 3/4		
		6	3600	36 1/2	67 1/2	32	50	3	3	74	74	2	2	2	3.5	3.5	3.5	3.5	Opt	Cu	Cu	12 3/4	12 3/4		
		6	3600	36 1/2	67 1/2	32	50	3	3	74	74	2	2	2	3.5	3.5	3.5	3.5	Opt	Cu	Cu	12 3/4	12 3/4		
		6	3600	36 1/2	67 1/2	32	50	3	3	74	74	2	2	2	3.5	3.5	3.5	3.5	Opt	Cu	Cu	12 3/4	12 3/4		
Yale & Towne.	GL	6	3600	36 1/2	67 1/2	32	50	3	3	74	74	2	2	2	3.5	3.5	3.5	3.5	Opt	Cu	Cu	12 3/4	12 3/4		
		6	3600	36 1/2	67 1/2	32	50	3	3	74	74	2	2	2	3.5	3.5	3.5	3.5	Opt	Cu	Cu	12 3/4	12 3/4		
		6	3600	36 1/2	67 1/2	32	50	3	3	74	74	2	2	2	3.5	3.5	3.5	3.5	Opt	Cu	Cu	12 3/4	12 3/4		
		6	3600	36 1/2	67 1/2	32	50	3	3	74	74	2	2	2	3.5	3.5	3.5	3.5	Opt	Cu	Cu	12 3/4	12 3/4		
		6	3600	36 1/2	67 1/2	32	50	3	3	74	74	2	2	2	3.5	3.5	3.5	3.5	Opt	Cu	Cu	12 3/4	12 3/4		

1—Including battery.	4—Combination steering and driving wheels.	13—340 to 500 plus.	22—200 to 300.	31—Not including towing eyes.	40—Cushion.	49—Electric or gas-electric.	58—Gasoline or LPG engine.	67—Pneumatic.	76—Site or stands.
2—30 to 38.	5—Real wheels.	14—400.8 or 1613.4.	23—300 to 400.	15—200 to 300.	Cu—Cushion.	50—Electric or gas-electric.	41—Gasoline or LPG engine.	77—Pneumatic.	77—Site or stands.
3—24 to 32.	6—Real wheels.	16—36 to 44.	24—300 to 400.	16—36 to 44.	EM—Electric motor.	51—Electric or gas-electric.	42—Gasoline or LPG engine.	78—Pneumatic.	78—Site or stands.
4—40 to 500.	7—Real wheels.	17—550 to 600.	25—300 to 400.	17—550 to 600.	GE—Gasoline engine.	52—Electric or gas-electric.	43—Gasoline or LPG engine.	79—Pneumatic.	79—Site or stands.
5—450 to 550.	8—Real wheels.		26—300 to 400.		GL—Gasoline or LPG engine.	53—Electric or gas-electric.	44—Gasoline or LPG engine.	80—Pneumatic.	80—Site or stands.
	9—Real wheels.		27—300 to 400.		GT—Gasoline or LPG engine.	54—Electric or gas-electric.	45—Gasoline or LPG engine.	81—Pneumatic.	81—Site or stands.
	10—Real wheels.		28—300 to 400.		PC—Pneumatic or cushion.	55—Electric or gas-electric.	46—Gasoline or LPG engine.	82—Pneumatic.	82—Site or stands.
	11—200 to 500.		29—300 to 400.		SC—Solid, cushion or pneumatic.	56—Electric or gas-electric.	47—Gasoline or LPG engine.	83—Pneumatic.	83—Site or stands.
	12—340 to 500.		30—300 to 400.		Un—Universal.	57—Electric or gas-electric.	48—Gasoline or LPG engine.	84—Pneumatic.	84—Site or stands.
			31—340 to 500.		W—Walls.	58—Electric or gas-electric.	49—Gasoline or LPG engine.	85—Pneumatic.	85—Site or stands.

Freight Rates . . .

(Continued from Page 39)

of both reports chiefly relate. Suppose the rail carrier can furnish a specific service at lower marginal cost than can the truck.

The highest rate that the rail carrier can charge, all other things being equal, and obtain the traffic, is the marginal cost of the truck. Because rates below marginal cost are prohibited by both reports, and are in any event without economic justification, the truck cannot charge a lower rate, and the rail carrier cannot charge a higher one without risk of losing the traffic. Thus "free market competitive pricing" tends to establish a ceiling on rates at the marginal cost of the higher marginal cost carrier.

Actually competitive rates may rise above this ceiling because "other things" often are not equal. For one thing, shippers' cost, apart from and in addition to the carrier rate, may be greater when associated with one mode of transport than with another. For example, it may be greater for truck than for rail when the marginal cost of the truck is higher than rail. In that event the rail rate may exceed the marginal cost of the truck. For another thing, there may be differences between the quality of the rail and truck services, or shippers may think

(Please Turn Page)



AERO-BOARD

Air Powered Hydraulic DOCKBOARDS IN NEW Construction or Remodeling

CUSTOM ENGINEERING SERVICE AVAILABLE

Freightliner will Custom Engineer AERO-BOARDS to FIT your capacity requirements and installation specifications.

CHECK THESE ADVANTAGES:

Low Initial Cost • Inexpensive to Install and Operate • Stores Upright—out of the way • Manual-automatic—"Air-over-Oil" activated— from power supplied by air system standard on many docks • Safe—One Man Operation • No Electrical power required at dockboard • Standard, 10,000 lb. cap. model adaptable to most installations.

AERO-BOARD, ready to install. . . \$410.00

Write for your copy of the AERO-BOARD specification brochure. It includes detailed AERO-BOARD specifications, photos, installation diagrams, air compressor requirements, name of local supplier.

AERO-BOARDS are sold and serviced by Leading Materials Handling Equipment Distributors.

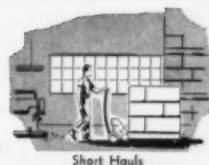
Mfd. by **FREIGHTLINER CORPORATION**

Dept. 6D, Box 3591
Portland 8, Ore.

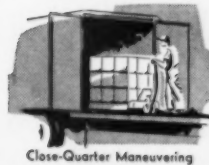
Circle No. 10 on Card, Facing Page 82, for more information

JUNE 1960

This truck . . . suits 'em all



Short Hauls



Close-Quarter Maneuvering



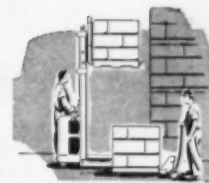
Infrequent Handling

RAYMOND *Lightweight*
Hydraulic PALLET TRUCK

WORLD'S MOST POPULAR pallet truck because it does so many jobs so well.

Superbly built to withstand years of use and abuse. Lightweight lessens operator fatigue. Easy to maneuver, easy to pull . . . patented booster roll permits effortless pallet entry. Convenient foot pedals lift and lower your load. Completely precision hydraulic for dependable operation.

Has aluminum alloy construction, husky one-piece welded steel frame, safe dual-purpose brake, 270° turning radius.



Complementing Power Equipment



Light-Capacity Elevators-Floors



In-Process Handling

**Mail Coupon
for full details!**

The RAYMOND CORPORATION

13904 Madison St., Greene, N.Y.

- ☐ Send bulletin on Lightweight Hydraulic Pallet Truck.
☐ Please have a RAYMOND representative call.

NAME _____ TITLE _____

COMPANY _____

STREET _____

CITY _____ STATE _____

Circle No. 11 on Card, Facing Page 82, for more information



Something's happening...

...and it's raising eyebrows all up and down the Pacific Coast. Why? Because Portland Public Docks is building what will soon become the only facility of its kind on the Pacific Coast...a giant bulk unloading tower and pier (capacity 900 tons-per-hour). That's Portland Public Docks, a livewire port under centralized management that wants your cargo and knows how to serve it.



Operated by the Commission of Public Docks
3070 N. W. Front, Portland, Oregon
CA 8-8231 • TWX PD309U

Eastern Rep.: Buckley & Co., 170 Broadway, N.Y. 38, N.Y.

Freight Rates . . .

(Continued from Preceding Page)

so. Then they may be willing to pay a higher rate for the superior service than the marginal cost of the higher marginal cost carrier.

The economic significance of such a ceiling is that while it does not reflect the cost of the more efficient carrier, it does enable the latter to establish the lower rate. Insofar as this carrier utilizes fewer resources in performing the service than does the other carrier, his employment by shippers results in a more efficient allocation of transport resources. But shippers do not receive the full benefits of the allocation because rates are not related to the cost of the low cost carrier.

When rates on non-competitive traffic are in issue, both reports provide for Commission control "to restrain carriers from charging excessive rates." They preclude the Commission from "prescribing maximum rates at less than the full cost of the service involved." They are not equally specific, however, in their recommendations for a ceiling on maximum rates. The Weeks Report asserts that "rates . . . shall not be in excess of a just and reasonable maximum."

There is evidence in the reports that, except where discrimination is an issue, the Commission would rarely be expected to fix a ceiling on maximum rates. Both reports explicitly establish "full cost" as a floor

NOW! A LOW COST dry stylus

PANDUX® RECORDING THERMOMETER

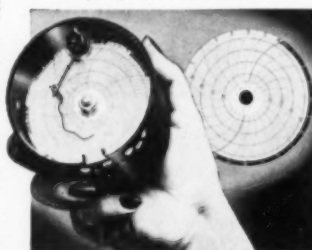
Highly portable field service unit records temperature and time on a replaceable paper chart, in permanent or temporary installations, in any position. May be packed with shipments or encased in polyethylene bag for humid or corrosive atmospheres. No ink to spill, run or freeze. May be sealed to prevent tampering. Only 3-15/16" dia. by 2-7/8", wt. 14 oz.

RECOMMENDED FOR

- Perishable goods in transit — land, sea or air — or in storage.
- Refrigerator or freezer storage.
- Low temperature ovens, curing rooms, incubators, greenhouses.
- Offices, factories, assembly halls, hospital rooms and other enclosures.
- Heating and air conditioning systems.

*Also Centigrade equivalents.

FOUR RANGES:
20° F. to 220° F.
40° F. to 140° F.
Minus 40° F. to 160° F.
Minus 30° F. to 70° F.*
24 HOUR or 7 DAY
Spring Clock Movement



MODEL 585

only **\$37.50**

F.O.B. LOS ANGELES

Your order will be filled through your nearest dealer.
Phone GR 8-1134 or write Dept. DA-660

PACIFIC TRANSDUCER CORP. 11836 W. Pico Blvd.
Los Angeles 64, Calif.

Dealer Inquiries Invited . . . Some Territories Still Open.

Circle No. 12 on Card, Facing Page 82, for more information

for such rates. It follows that rates in excess of full cost may be "just and reasonable." The removal of full cost as a barrier gives the carriers considerable liberty in making rates, and other recommendations in the report have the same effect. Thus the Weeks Report would deprive the Commission of its power to consider "the effect of the [proposed] rates on the movement of traffic. . . ."

While the Department is not explicit in this matter, it would curb the suspension power of the Commission and proposes a "long-term program [that] looks toward eventual elimination of the suspension power." Furthermore, the Department seems more concerned with "destructive competition" than with excessive rates. Cumulatively, this evidence suggests that rates, which in the judgment of the carriers move the traffic or maximize the return above marginal cost, are just and reasonable.

The Commission in its recent study, "Value of Service in Rate-Making," states that an allowable maximum rate "falls short of the concept of the maximum which can be levied without preventing the shipment from moving." This statement means that a ceiling on maximum rates must be less than demand price (for non-competitive traffic).

But demand price need not be excessive in its relation to full cost; it may even be less than full cost. The Commission's statement assumes a demand price greatly in excess of full cost. It is only in that event presumably that Commission intervention and a

(Please Turn Page)

FEATURE FOR FEATURE America's Finest PLATFORM TRUCK

LANSING COMPANY

REYNOLDS

The rugged reliability of Reynolds Platform Trucks is the standard of the industry. Rigid quality control assures long life with low maintenance cost. Capacities and sizes up to 3,000 lbs. Special superstructures are available. Ask your distributor or mill supply salesman for America's finest—Lansing Reynolds Platform Trucks.



Since 1881

LANSING CO.
LANSING MATERIAL HANDLING EQUIPMENT

LANSING,
MICHIGAN

BRANCHES
BOSTON
MINNEAPOLIS
PORTLAND

Circle No. 13 on Card, Facing Page 82, for more information

JUNE 1960

8912-MR



Ya say
your solids
are separatin'
at the rims . . .



. . . and
production's
slow 'cause
the trucks
can't go . . .



. . . AND
the boss is
on your back
because of
downtime and high
replacement costs?

Then
you
need **MONARCH SOLIDS**
made by the new
MONOLOK* process!

Premature rim separation . . . the most universal failure experienced with industrial solid tires . . . frequently is caused by embedded metal scrap, chemicals or excessive heat. By destroying the rubber-to-metal bond, these factors cause severe tire damage and early failure.

NOW . . . after years of research . . . MONARCH has solved this costly problem! By combining a new bonding process with an improved natural rubber stock, MONARCH has developed a solid tire with unprecedented resistance to rim separation. That's why MONARCH tires give you longer trouble-free service and cut replacement costs.

*Monolok is Monarch's trade-name for a new chemical process that creates the most durable rubber-to-metal bond available to date.

FOR ADDITIONAL INFORMATION . . .
see your Monarch dealer or write
direct for BULLETIN MR-457.



7-225 General Motors Bldg. • 2353 No. California Ave. • Western Warehouse:
Detroit, Mich. Chicago, Ill. Reno, Nevada

Circle No. 14 on Card, Facing Page 82, for more information



Third and Adams Streets, Kearny, New Jersey



TERMINALS (East): Baltimore • Boston • Bound Brook • Hartford • Kearny • New York • Philadelphia • Providence • Schenectady • Syracuse • Trenton • (West): Chicago • Cincinnati • Cleveland • Elkhart • Fort Wayne • Indianapolis • Kansas City • St. Louis • St. Paul • Toledo



Freight Rates...

(Continued from Preceding Page)

ceiling become relevant. It has already been demonstrated that both reports contemplate rates in excess of full cost. In view of the greater latitude the reports would give the carriers to make rates, it is difficult to envisage a practical ceiling on non-competitive traffic other than a rate that maximizes return above marginal cost.

Minimum Rates

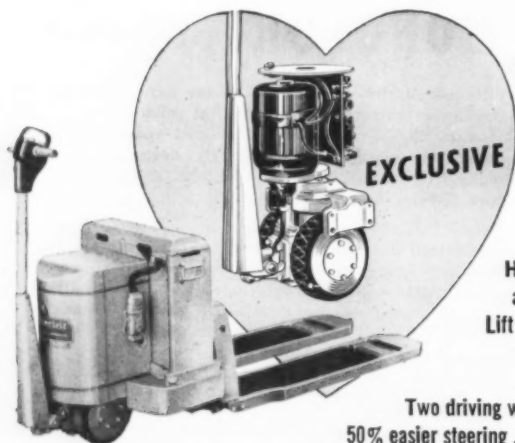
There is a significant difference between the reports in respect to minimum rates. The Weeks Report states that "rates are unreasonably low when not compensatory, i.e., when they fail to cover the direct ascertainable cost of producing the service to which the rates apply." The Commission is forbidden to establish such rates, as, presumably, are the carriers. The Department would "set a floor for competitive pricing by amending the National Transportation Policy to define unfair and destructive competitive practices "to include only rates below the long-run marginal costs of the carrier making the rates."

The Department's introduction of long-run marginal cost is confusing. Long-run marginal cost may be more than, less than, or equal to short run marginal cost. What is important from an economic viewpoint is that a rate shall not be less than the marginal cost of the carrier that makes the rate. Whether this minimum should be long-run or short-run marginal cost depends upon the circumstances mentioned above. When capacity is under-utilized it is sounder economic principle to equate rates with short-run marginal cost.

The Weeks Report in setting the floor of a minimum rate at the "direct ascertainable cost of producing the service" without specifying either the long-run or the short-run therefore constitutes the better policy.

As maximum rates under competition will hover around the marginal cost of the higher margin (Please Turn to Page 80)

HEART OF THE Hydro^{Electric}



... THE DYNADUAL POWER UNIT

Compare the Hydroelectric features with any other "Driver Lead" Lift Truck. The Hydroelectric quality of construction merits your inquiry.

Two driving wheels instead of one ... 50% easier steering ... ease of maintenance.

NOTE: The Dyna-Dual Power Unit is interchangeable on all models.

A TRUCK FOR EVERY PURPOSE AND MATERIAL



LIFT TRUCKS, INC.

CINCINNATI 14, OHIO



Circle No. 15 on Card, Facing Page 82, for more information

Computer Via Air Freight



A 9024-lb computer is shown boarding Swissair's Cargoliner. Close tolerance was required to get it through the freighter's 78-in. high door. The computer was packed in a plastic cover only

THIS IS THE SIGN OF

ADT

The world's most reliable automatic protection services against fire, burglary, holdup and other hazards.

ADT subscribers are proud to display this monogram on their premises. It is a promise to their employees, customers and neighbors that they have provided the most dependable and modern service available to protect their lives, their property and their jobs.

The reputation of this symbol stems from the unmatched

efficiency of the organization behind it, the American District Telegraph Company. Superior service is responsible for this position of leadership. All ADT systems are regularly inspected, tested and always ready for reliable operation.

Is your property 99.99% immune to losses by fire or burglary? If not, call the ADT office listed in your telephone directory and find out how you can be better protected and (as is often the case) save money, too!

Controlled Companies of

AMERICAN DISTRICT TELEGRAPH COMPANY

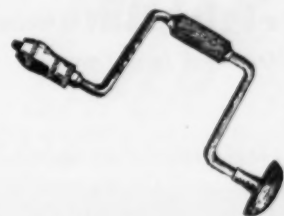
Executive Office: 155 Sixth Avenue, New York 13, N. Y.

A NATIONWIDE ORGANIZATION

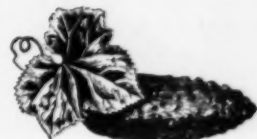
ADT

Circle No. 16 on Card, Facing Page 82, for more information

JUNE 1960



For shipping drills



or dills



or window sills

**The better way
is Santa Fe**

No matter what you ship call the nearest Santa Fe Traffic Office and let the longest railroad in the U.S.A. go to work for you.



Freight Rates...

(Continued from Page 78)

ginal cost carrier, minimum rates under competition will move in the direction of the marginal cost of the low marginal cost carrier. Normally they will not fall to the level of the latter; they will tend to settle where net revenue above it is maximized. Thus, actual rates will depend upon the elasticity of the demand for the service. They

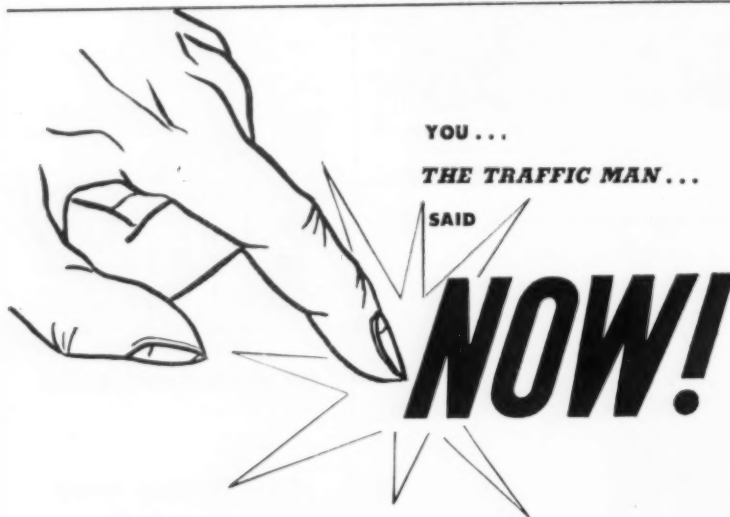
will move closer to the marginal cost of the low marginal cost carrier when demand is highly elastic than when less elastic.

Actual Rates

From this discussion, it is apparent that actual rates under the recommendations of both reports will be determined chiefly by the elasticities of shippers' demands for transport services. They will vary between the minimum and maximum limits suggested above. Since there are innumerable trans-

port markets in the country and elasticities of demands differ among the markets in accordance with the availability of alternative services, it follows that the rate structure will be characterized by discrimination, modified only by such discrimination as is considered unlawful.

It is possible to avoid discrimination and yet preserve the advantage in rate-making of the low marginal cost carrier. This end can be reached either by fixing rates for particular services in proportion to marginal cost or by adding a uniform increment to marginal cost. The latter device appears more practicable. Suppose that a rail carrier can produce a specific service at marginal cost of one cent per ton-mile and that a competing truck can do so at marginal cost of two cents per ton-mile. In that circumstance, by adding an increment of one cent to the rail cost and one cent to the truck cost, a rate of two cents for rail and three cents for truck can be prescribed. Thus the rail carrier operating at lower marginal cost has the lower rate. At the same time discrimination is avoided. Another advantage is that the rate is related to the marginal cost of the low marginal cost carrier, not of the high marginal cost carrier. No problem remains in prescribing the limits of a non-competitive maximum rate.



"Save Time!" The Traffic Men said.

"O.K.," said Cooper-Jarrett.

And we did! Cooper-Jarrett...

THE TRAFFIC MAN'S LINE.

... installed a new ... almost completely automatic and error

free system that allows us to get your shipments off hours earlier than usual.

How? By saving some three hours on each departure. Hours saved because of no need to wait for billing. It's taken care of by the Cooper-Jarrett teletype and I.B.M. system.

And ... Cooper-Jarrett, "Maximum Maintenance" of equipment means the time saved at the start gives you faster customer delivery.



CHICAGO 26, ILL.
2113 W. 73rd St.
Waltham 3-9770

CLEVELAND 9, OHIO
2926 Valley Road
Shadyside 9-5111

PHILADELPHIA 40, PA.
4355 Rising Sun Ave.
Gladstone 7-2000

NEW YORK, N. Y.
Whitehall 3-2924-5

JERSEY CITY 4, N. J.
100 Water St.
Delaware 3-0400

TRENTON 8, N. J.
1617 Princeton Ave.
Export 6-9231

KANSAS CITY 20, MO.
4910 Gardner St.
Humboldt 3-6661

WALLINGFORD, CONN.
Ives Road
Colony 9-1451

*"The Traffic Man's line" is a Trade Mark of and in use by Cooper-Jarrett, Inc.

Primary Importance

This is not the place to explore in detail methods of deriving the increment to be added to marginal cost. It could be computed on the basis of the overhead cost of either rail or truck. What is of primary importance is that rates reflect differences in marginal costs and that discrimination be minimized or eliminated. It is possible, although by no means certain, that the total output of transport services may be larger under rate discrimination, but rates predicated upon differences in marginal cost must surely effect a more efficient allocation of resources generally¹. •

(Resume Reading on Page 40)

¹For full discussion of this proposition see J. R. Sargent, *British Transport Policy*, Oxford Press, 1958.

Conveyors . . .

(Continued from Page 41)

convenient to the stores department which was moved from the east to the west end of the older part of the plant. Eighty per cent of the finished cathode ray tubes are shipped by rail.

The railroad dock is at the extreme south side of the new warehouse, fronting the length of the cathode ray warehousing area. Twenty per cent of cathode ray tubes and nearly all receiving and power tube shipments move by truck. Now the shipping truck dock is convenient to cathode ray tube warehousing and immediately next to the area where receiving tubes and power tubes are branded and packed just prior to shipment. The warehoused stocks of the last two products are stored close to the branding and packing areas.

Wall Erection

Next, walls were erected and higher temperature heating provided where workers jobs demanded it. That way, truck and train dock doors can be opened in bad weather without discomfort to any but those men who are directly engaged in receiving or shipping goods.

The customer service department was moved from the office area, at the extreme east end of the plant, to the enclosure near the shipping operations.

The unloading of small packages from trucks to the checkoff area was conveyORIZED. Bulbs which are rejected from production because of glass faults now are moved by roller conveyor to a hold area where a supplier's agent can examine them. An area for collection of saleable scrap metals and cardboard has its own outside truck dock. A disposal plant is located next to a dock, and in line with drains. The sludge from its process moves in drums by roller conveyor to a dump truck in the truck well.

But one of the most advanced materials handling systems, in warehousing, is devoted to cathode ray bulb and tube receiving, storing, and transport. Because boxes for cathode ray bulbs are so large and awkward, tube packing was moved

to a point next to where bulbs are unpacked. The trip from testing is accomplished by conveyors which travel over the color tube section.

Bulbs come by tractor trailer to the receiving dock. Fork trucks move pallet loads from the trailers to a double-decked, roller conveyor rack which holds about 7500 bulbs. Being sloped, the roller conveyors move the pallet loads from the charging to the discharging end as successive loads are removed for production. Twelve rows of racks, double-decked, allow accessibility of any of several types which can be monitored to production.

Pallet loads are removed as required from the rack and deposited on any one of five roller conveyors leading to lifts which can be lowered into the floor. Here again a mix of bulb types is provided for. Skid loads are three boxes high, with each box containing 10 or more bulbs. The top box could not be emptied without lowering devices, previously it had been necessary to remove the top box by hand and fork truck.

(Please Turn Page)



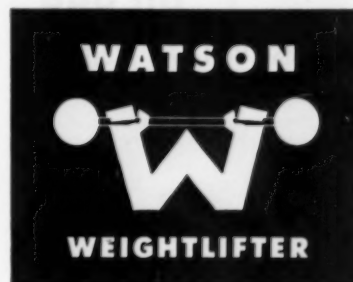
AWA stands for integrity and competence in warehousing

Look for the AWA Seal when you entrust your valuable merchandise to warehousemen . . . and rest assured you are dealing with reliable people. AWA members fully realize their legal and moral obligations as guardians of another man's property. Membership in this nationwide organization is based upon personal integrity, financial stability, and high standards of competence. Put your trust in AWA members.

AWA

512 Members Offering
1,273 Distribution Centers,
Merchandise Warehouses
& General Storage Facilities
American Warehousemen's Association
222 W. Adams St. • Chicago 6 • Randolph 6-5550

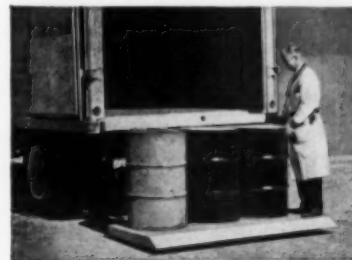
FOR **FASTER,
SAFER**
LOAD HANDLING:



ELEVATING TAILGATES

* **SERIES 1100** (1100 lb. capacity)

* **SERIES 1300** (1300 lb. capacity)



FOR STAKE & VAN TRUCKS
¾ TO 2½ TONS

Check these important features:

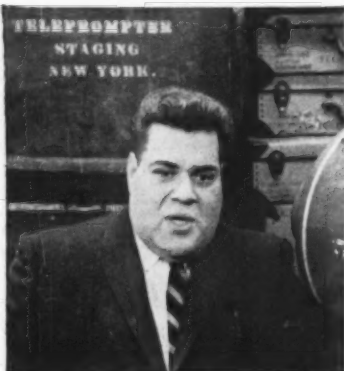
- * Power closing, automatic locking standard equipment!
 - * Single lever, single cylinder control!
 - * Greater capacity per pound of installed weight!
 - * Fast operation—full load lift to 45½" in 11 seconds (1100), to 51" in 13 seconds (1300).
 - * Added safety—maximum lowering rate positively controlled to prevent "crashing"; load stops instantly if lever is released; all platforms of safety plate.
 - * Low cost—only \$584 for largest series 1100 model, \$613 for series 1300 (f.o.b. Emeryville; you install—it's easy!)
- WATSON WEIGHTLIFTERS also available for all pickups. Write today for free literature; please address Dept. 26.



**H. S.
WATSON
COMPANY** 10

1316 - 67th St. • EMERYVILLE 8, CALIFORNIA
1606 Laskey Road • TOLEDO 12, OHIO
Circle No. 17 on Card, Facing Page 82

**"Because we've got to be
on camera,
on cue
we use Delta Air Freight"**



TelePrompTer Corp., New York, produces closed-circuit TV programs nationwide, ships special electronic projection equipment by air, relying heavily on Delta's scheduled Air Freight service.

"Meetings via closed-circuit television have become so popular with business and industry," reports Barry Burnstein, Traffic Manager, "that we have to use the fastest, most reliable means of shipment to assure prompt delivery. By using Delta Air Freight we also eliminate heavy crating, excessive paperwork and handling. Air freight is a daily tool of business with us. It has helped us widen our service and please more customers."

Profit from Delta's BIG PLUS



Delta operates all-cargo flights and in addition carries freight on every passenger flight, including Jets. All-cargo flights serve Atlanta Chicago • Cincinnati • Charlotte Dallas • Houston • Miami • New York • New Orleans • Orlando Philadelphia • Detroit • Memphis



GENERAL OFFICES: ATLANTA AIRPORT, ATLANTA, GA.

Conveyors . . .

(Continued from Preceding Page)

As bulbs are removed from the boxes and placed on the overhead cable conveyors, which take them to production, the emptied boxes are moved onto conveyors leading to the repacking position. A cross conveyor is provided for moving some boxes to a hold area. This is necessary because some types of bulbs, introduced at different times, take considerable time through processing into tubes. Their special boxes must wait for refilling until their tubes' processing cycle is completed. The conveyor is partially powered so that operators do not leave their positions to push them to their hold area.

Finished tubes arrive from the painting operation on an overhead tube conveyor. Operators move the boxes from the box conveyor to another roller conveyor for refilling. Tubes, taken from the overhead finished tube conveyor, are placed into the boxes. They pro-

gress, when filled, two boxes high, to a powered, then to a roller conveyor for accumulating.

Periodically, a fork truck moves the palletized tubes to a hold area where it is the practice to hold tubes for three days, in lots. At the end of that period, samples are retested. If the sample passes, the lot is ready to be sent to the warehouse.

The round trip to warehouse and return to hold is about one quarter mile. Movement of tubes to warehouse is accomplished by an operator-less, electronically guided tractor pulling two trailers which can carry the equivalent of two fork truck loads each.

Now, there is no longer a satisfaction in working out only today's difficulties. Current planning is for future accomplishment. Some of the new methods contemplated are unloading of trucks by gravity, loading and unloading of the cathode ray bulb rack by elevators. The present layout and equipment will lend themselves to these goals. ●

(Resume Reading on Page 42)

CLASSIFIED ADVERTISING

RATES: 20¢ a word—\$5 minimum


FOR LEASE

LAKE CHARLES, LOUISIANA—40,000 square feet —one floor; will divide; short or long term agreements. REINAUER'S REAL ESTATE, 334 Kirby St., Lake Charles, La. Phone HE 6-0563.

HELP WANTED

METHODS ANALYST—Manufacturer-distributor of laboratory appliances seeks man between 28-33 with BS Ind. Eng. or BusA. Right man will have experience in solid methods, procedures, work measurement in warehouse and office areas. Travel 29 per cent of time. Chance for method engineer who is ready to make individual contributions at a responsible level. WRITE: Box 642, DISTRIBUTION AGE, Chestnut and 56th Sts., Philadelphia 39, Pa.

DISTRIBUTION MANAGER—To develop objectives, policies, procedures covering administration of Distribution Dept. Will prepare and present for approval annual operating and major expenditure budgets. Must direct, accept responsibility for all distribution activities. Our man will be 30 or over, hold degree in Indust. Mgt. or Engineering with complement of courses in MH, traffic management. Experience: 5-10 yrs as manager of distribution in food industry, preferably in perishables. Salary: \$10,000 to \$15,000. WRITE: Box 20, DISTRIBUTION AGE, Chestnut and 56th Sts., Philadelphia 39, Pa.



MAGCOA

MAGNESIUM CO. OF AMERICA

Materials handling products in magnesium and aluminum. Dockboards, hand trucks, platform trucks, yard ramps, cross-over bridges, skids, pallets, etc.

For descriptive material write to Department 301

155 S. E. 10th Ave., Hialeah, Fla.

Circle No. 18 on Card, Facing Page 82

MH Progress...

(Continued from Page 42)

unit is on the market. It is a powered floor conveyor, installed in new or existing vehicles, to handle not only loads on pallets but also barrels, drums, crates, and similar containers.

A more specialized variety is a chain conveyor for handling cased goods for dairies and beverage concerns in both loading and delivery operations. An obvious advantage inherent in such equipment is that the need for having hand or power machines enter the truck to drop or pick up loads is eliminated.

A truck or trailer which squats down to street level and can be elevated to any desired height is still such a novelty that people stand and stare when they see it being used to deliver ltl freight. The adjustable level feature solves the difference in platform heights during loading and is a boon at the point of delivery.

Progress is being made in the case of unit load handling without pallets, or with thin, expendable pallets.

In this connection, we are faced with two situations. First of all, new grabs, clamps, and similar front-end attachments are whittling down the list of products which must be palletized so rapidly that we may some day wake up to find that our present methods are completely out of date.

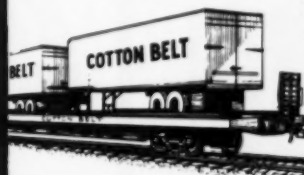
But secondly, when one makes a change in shipping methods he cannot play a lone-wolf game. Paper separators between unit loads and thin pallets necessitate the consignee having special forks or possibly a push-pull attachment. Arbitrarily sending out shipments which the receiver is not prepared to handle efficiently will not win friends.

Sometimes the materials handling engineer has a real selling job on his hands to influence others, but if the proposed method has merit he usually can persuade others to cooperate with him in making it effective for all concerned.

The planning of new buildings around the flow of product from receipt to delivery is being reduced to a science. The Johnson and Johnson project in New Brunswick, N. J., incorporates the best of present-day thinking along these lines. It is best described as a multiple-plant arrangement, each building housing a distinct manufacturing unit, but the whole connected for product handling—both raw and finished.

Room for individual expansion has been amply worked out. But one feature of this new facility, or rather one might say group of facilities, does not seem to have been stressed sufficiently. This is the way in which several different kinds of handling procedures have been integrated. Here one can see hand pickers assembling orders on floor trucks, unit loads being tiered and broken down by fork lifts, and a system of electronically controlled in-floor towing conveyors. Each type of handling is performed at its best, the result being a highly efficient, smooth-functioning operation.

(Please Turn Page)



COTTON BELT PIGGYBACK SERVICE

*gives you combined
reliability of
all-weather
rail schedules
and flexibility of
highway service.*

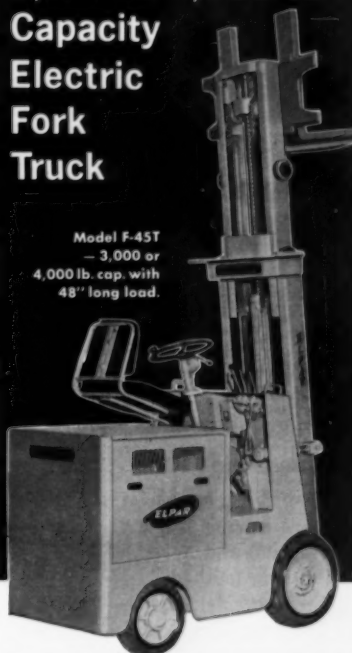


ST. LOUIS SOUTHWESTERN
RAILWAY LINES

ELPAR

3,000 & 4,000 lb. Capacity Electric Fork Truck

Model F-45T
— 3,000 or
4,000 lb. cap. with
48" long load.



PRICED TO FIT ANY BUDGET

The ELPAR F-45T is priced competitively yet offers the ultimate in quality that's traditional with all ELPAR electric trucks. Check these advantages:

- Fast Travel and Lift
- Compact and Maneuverable
- Tough and Dependable
- Outstanding Safety

And, it's economical. The F-45T operates on only pennies per day and is designed for fast, easy maintenance.

AVAILABLE FOR FAST DELIVERY

Write for your
F-45T catalog today!



**The ELWELL-PARKER
Electric Company**

4175 St. Clair Avenue • Cleveland 3, Ohio
In Canada: Industrial Equipment Co., Ltd.

Circle No. 19 on Card, Facing Page 82

MH Progress...

(Continued from Preceding Page)

Radical, too, are the advances being made in the methods of building construction. Every effort provides for structures which give free-rein to the materials handling man in the use of modern equipment and techniques.

And woe to the one responsible for such activities in old buildings if he does not keep posted on what is going on in these new facilities. He can never tell what day he will be called in to confer on plans for a new structure because management has become convinced that salvation only lies in a more efficient layout.

The ever-spreading network of super highways and improved rail freight and express service—not to mention the miracles of air delivery—are having marked effects on distribution and hence on handling and storing methods.

Overnight delivery is becoming the dominant aim. As a result, certain strategically located cities

have become distribution centers from which deliveries can be made in practically any direction on an overnight basis. Another consequence of such a setup has been a complete change in our concept of inventory requirements.

The smart wholesaler and manufacturer located near one of these distribution points is saying to himself, "Why should I tie up my money in inventory and in a facility to house it when I can have replacements delivered to my door the day after I place an order?" And so the inventory burden is being passed back along the line of distribution.

What is this change in distribution philosophy doing to handling and storing? Timing is becoming a controlling factor in successful operations. Receiving and delivering activities have to be carefully planned and scheduled to a fine degree. In one such instance, it has been found possible to work things

out so that a truck arrives, is unloaded, the shipment checked and then passed on into a waiting carrier which delivers the merchandise the next morning without its having been placed in storage at any point en route.

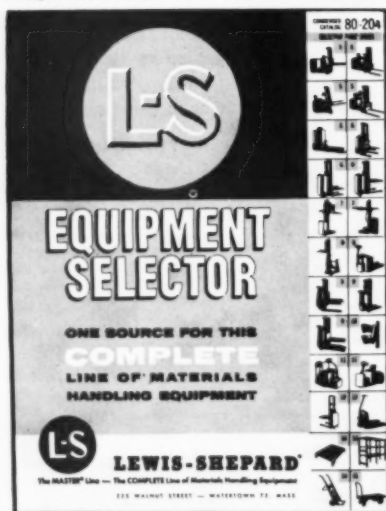
To the casual observer, the setup looks ideal, but he overlooks the fact that it just didn't happen that way—it has been made to happen. Someone had to have the vision to foresee the possibilities and then to work out the details such as rearranging the time schedules of the in- and out-loading crews and winning the cooperation of the companies involved. But perhaps the most significant part of the picture is that the new procedures were made possible without investing a cent in new equipment.

As a matter of fact, a storage facility that was screaming for more space has suddenly become more than adequate. It is meeting and licking such problems as these that make materials handling the fascinating activity that it is.

It is unfortunate that accountants characterize obsolescence as

ALL the EQUIPMENT YOU NEED

for
IN-PLANT
HANDLING
and
WARE-
HOUSING



This handy reference describes Lewis-Shepard's complete line of "manually-operated," "intermediate" and "all-electric" equipment. Here is everything you need for a fully-integrated materials handling system. Write today for your free copy of L-S Condensed Catalog 80-204.

LS LEWIS-SHEPARD®
166 Walnut Street, Watertown 72, Mass.

Circle No. 20 on Card, Facing Page 82, for more information

NEW STURDI-BILT PALLET RACKER

Converts standard pallets into
LOWEST-COST portable racks

- Provides most rigid racking ever offered
- Takes heavier loads.
- Stacks ceiling-high
- Assembles faster

This new STURDI-BILT hardware enables you to safely palletize **anything**... regardless of size, shape or weight. Sturdy? Handles up to 12,000 lbs. per stack... with no twist or sway. So versatile, too. Amazingly low in cost!

For FREE data, attach the coupon to your letterhead.



Sturdi-Bilt

Material Handling Div. (DA-60)
Union Asbestos & Rubber Co.
332 S. Michigan, Chicago 4, Ill.

☐ Without cost or obligation, please send me full details on the new STURDI-BILT Pallet Racker.

Circle No. 21 on Card, Facing Page 82, for more information

DISTRIBUTION AGE

a form of depreciation. This carries with it a negative connotation. It is like friction. When we mention the word, we are more apt to think of the continuing fight to overcome an objectionable force, than to think of its many beneficial applications, as in controlling the rate of descent on chutes and conveyors or on brake bands that bring cars to a stop. If obsolescence is to be considered as depreciation, then the sooner we look upon it as a benign evil, the better.

In studying a new setup, or even when following the healthy practice of reviewing present methods with the view of bettering them, the discipline of actually making a materials handling survey is highly recommended. However, instead of just five categories into which the study normally is divided, this sixth should be added:

6. Developments which have taken place since this study was last made, or which appear in the offing as having a bearing on this particular problem.

When it comes to the purely monetary aspects of obsolescence, we need sound facts. Every piece of materials handling equipment is an economic tool—it must amortize itself within a reasonable length of time. Here we must part company with the accounting concept of physical depreciation. What does it profit anyone if a machine has a potential service life of ten years, when it may be shelved because of better equipment within a shorter time?

The only safe bet is to anticipate the possibility of obsoles-

cence—to base one's calculations on the machine paying for itself out of projected savings within, at the minimum, three years. Of course, one can be still more conservative and, so to speak, pull in his mental belt a couple of notches and limit the time to two and a half or even two years. And, of course, the projected savings must be based on sound figuring, without the element of wishful thinking. •

(Resume Reading on Page 43)



**UNION PACIFIC
RAILROAD**
OMAHA 2, NEBR.

WAREHOUSE RECEIPTS FINANCED WAREHOUSE OPERATORS

YOU CAN OFFER YOUR CUSTOMERS

1. Unlimited financing service
2. Enabling them to do a larger volume
3. Thus, increasing your own warehouse revenue

ON ANY COMMODITY

Inquiries strictly confidential

BOX 250, DISTRIBUTION AGE

smart
truck
users
choose



National Lease

the **PREFERRED**
way to lease trucks

because it's national
in experience and
service—local in costs
and controls



National Lease supplies everything but the driver at flexible, local-level costs. On-the-spot management provides highest efficiency; full service, one-invoice truckleasing—the LEASE-FOR-PROFIT way.

National Lease service doesn't add to your cost... it saves. Saves the capital and management time you now spend on trucks so you can put yourself—and your money—back into your own business.

Lease for Profit

Lease a new Chevrolet, or other fine truck, operate it as your own with no investment, no up-keep.



For facts about full-service, "Lease-for-Profit" truckleasing—and the name of your local **National Lease** firm, write

**NATIONAL TRUCK
LEASING SYSTEM**

Serving Principal Cities of the United States,
Canada, and Puerto Rico

23 E. JACKSON BLVD., SUITE 66, CHICAGO 4, ILL.

within the Law

By Leo T. Parker
Legal Consultant,
Distribution Age



TRANSPORTATION

Does liability for goods damaged in transit require more than cost of repairs to merchandise?

Yes. A higher court recently rendered an important decision which clearly answers this question asked by an official of a transportation company, as follows: "If our employees damage equipment or merchandise during transportation is our liability limited to the cost of making repairs to put the equipment or merchandise in exactly the same condition it was before we accepted the same for transportation?"

It is true that in some cases the measure of damage in the case of equipment or merchandise which has been damaged but not destroyed is the cost of the repairs. This is not the rule, however, where the market value of the property damaged, after being repaired, is less than its market value immediately before the accident.

For illustration, in *K— E— Co. v. W— E— Co.*, 269 Fed. (2d) 147, the testimony showed facts, as follows: The *K— E— Co.* had placed an order with *W— E— Corp.* for the three transformers to be installed at the *G— R— M— Div. of the F— L— J— Co.* The purchase price was \$9810.

The transformers were shipped by truck to the plant of *F— L— J— Co.* They were found, upon arrival, to have been damaged and, consequently, they were refused by the consignee. They were shipped to the repair shop of *W—* in Chicago. After repairs, they were shipped again to the *J— Co.*; but that company refused to accept them.

A conference was held at which representatives of the *K— Co.* and the *J— Co.* were present, along with a sales engineer from *W—*. An attempt was made to persuade that company to accept the repaired transformers as new equipment at the original price. The testimony showed that, after the transformers had been repaired, they were as good functionally as they had been at the time of

the original shipping from *W—*. Nevertheless, the officials of the *J— Co.* would not accept the transformers. Finally an agreement was reached and the *J— Co.* accepted the repaired devices at a valuation of \$6108.50. This price, deducted from the original price of \$9810 showed a depreciation of \$3701.50.

In subsequent litigation, the higher court held that the carrier could not be charged with the depreciation on the transformers particularly because the seller and consignor admitted that transformers were as good as new after repair of the damages incurred during the transportation. In this respect the court said that since the sellers' president and vice president were satisfied that the transformers were as good as new after repairs it is difficult to understand how it (seller) can come before this court and attempt to force the defendant carrier to pay a greater amount in damages because of the inability of plaintiff's executives to persuade a customer to accept the goods.

The court held that the seller can recover from the carrier damages, including the cost of repairs and the cost of shipping the transformers to and from the repair station.

Does a disability insurance policy broadly cover a truck driver who incurs an accident?

Yes. For instance, in *I— I— co. v. M—*, 326 S. W. (2d) 437, it was shown that one *N—* was employed as a truck driver by *S— F— T— Co.*, and was enroute from Cincinnati, Ohio, to Chattanooga, Tenn. While so enroute he stopped at *P— A— Truck Stop* at Rockwood, Tenn. He alighted from the truck, started into the cafe, and then noticed that his truck was moving. In an effort to prevent an accident, *N—* jumped onto the running board of the truck, reached inside the cab and applied the brakes by means of a hand control. Upon the brakes being applied the vehicle

came to a sudden stop and *N—* was jerked from the running board to the ground causing serious injury to his back. He was disabled for a period of five months and was confined to a hospital several days.

At the time of the injury *N—* held an insurance policy which provided that he could collect disability insurance for injuries sustained only while he was "driving" a motor vehicle.

The insurance company refused to pay insurance to *N—* on the contention that *N—* was not injured while he was driving the truck. The higher court refused to agree with this contention, and ordered the insurance company to pay disability benefits to *N—*, saying:

"We are of the opinion that the appellee (*N—*) was driving his truck within the meaning of the policy sued on in the present case. We think the acts of the insured amounted to a driving of the truck."

If a motor truck is leased to a carrier must the original seller pay the sale and use taxes?

According to a higher court decision recently, if a motor truck is leased to a carrier, such carrier is a legal purchaser of the truck. Therefore, the original seller can avoid payment of the state's "sale and use" taxes.

For example, in *S— v. Y—*, 160 N. E. (2d) 300, the testimony showed that one *S—* purchased a new motor truck and leased the truck to a motor carrier for use solely and directly in rendition of a public utility service and delivered possession of truck to carrier.

In later litigation, the higher court held that actually the truck was "sold" by *S—* to the carrier within the meaning of state sales tax statute and it was purchased by *S—* for the purpose of reselling it within contemplation of such statute. Hence the vehicle was not subject to either the sales or use tax.

Suddath Elected MWA President At 25th Annual Convention

At its 25th Annual Convention recently, the Movers' and Warehousemen's Association of America, Inc., elected Richard H. Suddath president.

Others elected to office were: Joseph W. Engle, executive vice president; John J. Rapp, secretary; and Herman D. Bader, treasurer.

The Association enjoyed a full compliment of speakers during its Convention. They included Welby M. Frantz, president of the American Trucking Associations, Inc.; Maj. Gen. I. Sewell Morris, Military Traffic Management Agency; and Interstate Commerce Commissioner Clyde E. Herring.

—DA—

Research on the Refrigeration of Perishable Commodities is the title of this year's Annual Report of the Refrigeration Research Foundation, now available by writing to the Foundation at 12 N. Meade Ave., Colorado Springs, Colo.

—DA—

Warehouse Briefs

The new \$250,000 world-wide headquarters of Atlas Van-Lines, Inc., were opened recently in Evansville, Ind.

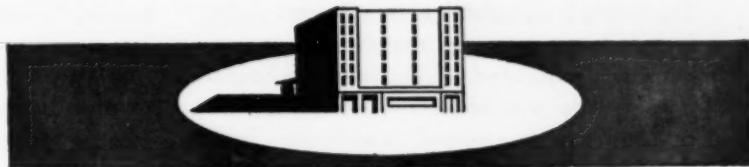
Movers honored by North American Van Lines, Inc., for quality packing, hauling, storage, and estimating include Amick Transfer and Storage Co., Denver, Colo.; Approved Storage and Moving Service, North Hollywood, Calif.; Coast Lee and Eastes, Inc., Astoria, Ore.; B. R. Miller, Southampton, N. Y.; North American Van and Storage Co., Peoria, Ill.; and F. D. Pettis Trucking Co., Binghamton, N. Y.

Abb's Moving Service of Mobile, Ala., recently moved into a new modern one-story warehouse consisting of 33,000 sq ft of storage space for household goods and merchandise, two rooms for overstuffed furniture and rugs—complete sprinkler system; all at 554 S. Royal St.

City Movers, Ltd., Kirkland Lake, Ontario, is a new agent of Aero Mayflower Transit Co., Inc.

In recognition of its drivers' safety records, Allied Van Lines, Inc., has instituted the Allied Senior Driver Award System of awarding insignias to exceptional drivers who qualify.

Warehouse SPOTLIGHT



Men in the Spotlight

Harry F. Linaugh—appointed executive vice president, Atlas-Mayflower Storage Co., Philadelphia.

John T. Sobosan—new Fort Wayne sales manager, North American Van Lines, Inc.; Robert Smith—assistant sales manager.

Edward C. Gillett—named Southwest regional manager; Cliff Cambern—Western regional manager, Global Van Lines.

E. H. Brockelmann—appointed transportation consultant, Lyon Van and Storage Co.

Joseph E. Morgan—promoted to general manager, Vandalia Warehouse Corp., Vandalia, Ill.

AMI Elects A. E. Crowe President

The recently incorporated American Movers Institute has elected Alfred E. Crowe president. The president of Vet Vans of Virginia, Arlington, will hold office until September of this year.

Other officers elected to serve until September are H. C. Owings, Jr., Trans-Vans, Inc., Norfolk, Va., vice president; J. Parker New, New-Bell Storage Corp., Norfolk, secretary; John Bittenbender, American Storage Co., Washington, D. C., treasurer; and Thomas F. Robertson, executive director.

NVL Agent's Council Meeting



Shown attending the recent Agent's Council Meeting of the National Van Lines, Inc., are (front, left to right) Ray Carruthers, Carruthers Movers, Syracuse, N. Y.; W. A. Mowry, general sales manager, National Van Lines, Inc.; Frank L. McKee, president of NVL; Florence Smith, administrative assistant to the president; and George Thomas, Thomas Transfer and Storage, Palo Alto, Calif. Standing are: W. Walker McGann, operations manager, NVL; Vernon Evans, Eads Transfer and Storage, Portland, Ore.; Lofton Merritt, Merritt Moving and Storage, Jacksonville, Fla.; Emmett Charbonnet, C and W Transfer and Storage, New Orleans, La.; Arthur Tiemann, Rhoades Transfer and Storage, Austin, Tex.; Duane Quamme, assistant general sales manager of NVL; and Dale Allen, Grey Transfer and Storage, Wichita, Kans.

Warehouse Directory

Listed below are approximately 300 public warehouses whose services are advertised in this issue of DISTRIBUTION AGE. The listing is alphabetical by city and state. Included are general merchandise warehouses, refrigerated warehouses, and household goods warehouses. Also listed are a number of national warehouse sales organizations.

Additional information on the services and facilities of particular warehouses shown in the listing can be obtained by turning to the advertisements on the following pages. Generally the advertisements appear in the same geographical, alphabetical sequence as the listings below. Still more information can be had by writing directly to the warehouse.

ALABAMA
Birmingham
Doo's Tfr. & Warehouse, Inc.
Harris Warehouse Co.
Strickland Tfr. & Whse. Co.

ARIZONA
Phoenix
B-Z-Bee Transp'n. & Whse. Co.
Lightning Mvg. & Whse.

CALIFORNIA
Los Angeles
Bekins Warehousing Corp.
California Cartage Warehouse
California Warehouse Co.
Central Term. Whse. Co.
Davies Warehouse Co.
Lyon Van & Storage Co.
Overland Term. Warehouse Co.
Pacific Coast Term. Whse. Co.
Pacific Commercial Whse., Inc.
Star Truck & Whse. Co.
Union Terminal Warehouse

San Diego
Lyon Van & Storage Co.
San Francisco
San Francisco Whse. Co.

COLORADO
Colorado Springs
Welcker Tfr. & Stge. Co.
Denver
Alpine State Warehouse
Larsen Tfr. & Stge. Co.
North Denver Tfr. & Stge.
Welcker Tfr. & Stge. Co.

Pueblo
Welcker Tfr. & Stge. Co.
CONNECTICUT
Bridgeport
William B. Meyer, Inc.
Hartford
George E. Dewey & Co.
Hartford Despatch & Whse. Co., Inc.

DELAWARE
Dover
Delmarva Whses., Inc.
DISTRICT OF COLUMBIA
Washington
Davidson Tfr. & Storage Co.
Kane Warehouse Company
Terminal Stge. Co. of Wash.

FLORIDA
Jacksonville
Jacksonville Warehouse Co.
Laney & Duke Stge. Whse. Co., Inc.
M & M Term'l. Whse. Company
Peninsular Whse. Company
Union Terminal Whse. Co.
Miami
Colonial Warehouse, Inc.
International Bonded Whse. Corp.
Santini Bros., Inc.
Tampa
Caldwell-Neal

GEORGIA
Atlanta
American Bonded Whse.
Savannah
Savannah Bonded Whse. & Tfr. Co.

HAWAII
Honolulu
H C & D Mvg. & Stge.

ILLINOIS
Cairo
Hudson Warehouses
Chicago
Ace Warehousing Service
Affiliated Whse. Companies
American Chain of Whses., Inc.
Anchor Storage Co.
Associated Warehouses, Inc.
Crooks Terminal Whses., Inc.
Equipment Storage Corp.
Griswold & Bateman Whse. Co.
Grove Storage Co., Inc.
Joyce Bros. Stge. & Van Co.
Majestic Whses., Inc.
Midland Warehouses, Inc.
North Pier Terminal
Packers Term'l. & Whse. Corp.
Producers Warehouse Co.
Riverside Warehouse
Soo Terminal Whse.
Sykes Terminal Whse. Co.
Thomson Terminals, Inc.
Wakem & McLaughlin, Inc.
Western Warehousing Co.

Chicago Heights
United Warehousing Co.
East St. Louis
McMahon Transfer & Whse. Co.
Mid-America Term'l. Whse., Inc.
C. J. Nooney & Co.

Joliet
Joliet Whse. & Tfr. Co.
Kankakee
Belt Route Whse. Stge. Co.
Peoria
United Whsing. Facilities, Inc.
Vandalia
Vandalia Whse. Corp.

INDIANA
Elkhart
Schult General Warehouse
Evansville
Ingle Street Warehouse Co.
Mead Johnson Terminal Corp.
Producers, Inc.
Terminal Warehouse, Inc.
Fort Wayne
Edgar's Warehouses
Fort Wayne Storage Co., Inc.
Pettit Whses., Inc.

Hammond
Great Lakes Whse. Corp.
Illiana Storage Co., Inc.
Nowak Warehouses, Inc.
Indianapolis
Indiana Term'l. & Refrig. Co.
Indianapolis Whse. & Stge. Co., Inc.
Merchandise Whse. Co., Inc.
Strohm Whse. & Cartage Co.

Jeffersonville
Jeffersonville Div. of Louisville Public Whse. Co.
Muncie
Oren-Shively Whses.

IOWA
Cedar Rapids
American Tfr. & Stge. Co.
Cedar Rapids Tfr. & Stge. Co.
Davenport
Roederer Transfer & Storage Co.
Dubuque
Dubuque Stge. & Tfr. Co.

KANSAS
Hutchinson
Hutchinson Merchandise Whse., Inc.
Kansas City
G-K Warehouses, Inc.
KENTUCKY
Louisville
Louisville Public Whse. Co.
Winchester
Winn Avenue Whses., Inc.

LOUISIANA
New Orleans
H. G. Bauer Mvg. & Stge.
Commercial Term'l Whse., Inc.
Gulf Shiplide Storage Corp.
Hayes Drayage & Storage, Inc.
Maloney Tking. & Storage, Inc.
Standard Warehouse Co., Inc.

MARYLAND
Baltimore
Camden Warehouses
Davidson Transfer & Stge. Co.
Rowley Whsing. & Distributing, Inc.
Western Maryland Whse. Co.

MASSACHUSETTS
Boston
Charles River Stores operated by Merchants Whse. Co.
Commodity Warehouse Corp.
Hoosac Storage & Whse. Co.
National Dock & Stge. Whse. Co.
Standard Storage Co.
Wiggin Terminals, Inc.

Lowell
Curran-Morton of Lowell, Inc.
Springfield
Pioneer Valley Refrig. Whse., Inc.

MICHIGAN
Detroit
Central Detroit Whse. Co.
Detroit Harbor Term'l's, Inc.
Edgar's Warehouses
Fleetwing Terminal Corp.
Grand Trunk Whse. & C. S. Co.
John F. Ivory Storage Co., Inc.
Jefferson Terminal Whse.
Lakeshore Warehouse Inc.
United States Cold Stge. Corp.

MINNESOTA
Minneapolis
Minneapolis Terminal Whse. Co.
Murphy Warehouse Co.
Security Warehouse Co.
St. Paul
Central Warehouse Co.

Murphy Warehouse Co.
St. Paul Term'l Whse. Co.

MISSOURI
Kansas City
Adams Tfr. & Storage Co.
Belger Warehouse Co.
Central Storage Co.
Crooks Terminal Whses., Inc.
Fairfax Storage Co.
G-K Whses., Inc.
Jacobs Warehouse Co., Inc.
Kansas City Term'l Whse. Co.
Midwest Terminal Whse. Co.

St. Louis
Keystone Warehousing Co.
S. N. Long Warehouse
Madison St. Term'l Whse. Corp.
Rutger St. Whse., Inc.
St. Louis Terminal Whse. Co.
Tyler Whse. & Cold Stge. Co.
Warehousing Corp. of Mo., Inc.

Springfield
General Warehouse Corp.
NEBRASKA
Lincoln
Sullivan Tfr. & Stge. Co.

Omaha
Ford Stge. & Mvg. Co.
Gordon Stge. Whses., Inc.
Omaha Central Whse. Co.

NEVADA
Elko
Nevada Freeport Storage Co.

NEW HAMPSHIRE
Manchester
McLane & Taylor Corp.

NEW JERSEY
Bayonne
Lehigh Tank Terminal
Wheeling Transportation, Inc.
Camden
Camden Marine Terminals
Evenson & Levering Div. of Mack Whse. Corp.

Elizabeth
Wheeling Transportation, Inc.
Hillside
Wheeling Transportation, Inc.
Jersey City
Cooke Warehouse Corp., J. L.
Lackawanna Whse. Co., Inc.

Linden
Linden Warehouse
Newark
Federal Stge. Whses.
Lehigh Whse. & Trans. Co.

Paterson
Commercial Warehouses
Port Newark
Wheeling Transportation, Inc.

Trenton
Anchor Warehouse Co.
Delaware Valley Whse. Co.

NEW YORK
Brooklyn
Dock Whsing. & Bottling Center, Inc.
Empire State Whses. Co.

Buffalo
American Household Stge. Co.
Buffalo Merchandise Whses., Inc.
Keystone Warehouse Co.
Knowlton Warehouse, Inc.
Laub Warehouse
Lederer Terminals
Wilson Warehouse, Inc.
Deer Park, L. I.
Pinter Warehouse, Inc.

Horseheads
Lehigh-Horseheads Whse. Corp.

New York City
Affiliated Whse. Companies
American Chain of Whses., Inc.
Bowling Green Stge. & Van Co.
Chelsea Fireproof Stge. Whses.
Santini Brothers, Inc.

Rochester
Geo. M. Clancy Carting Co., Inc.

Syracuse
Great Northern Whses., Inc.
King Storage Whse., Inc.
Paul-Jeffrey Company

White Plains
J. H. Evans & Sons, Inc.

NORTH CAROLINA
Charlotte
American Stge. & Whse. Co., Inc.
Dixie Cartage & Whsing. Co.
Raleigh
Carolina Stge. & Dist. Co.
Raleigh Bonded Whse., Inc.

NORTH DAKOTA
Fargo
Union Storage & Tfr. Co.

OHIO
Akron
Cotter Merchandise Stge. Co.
Cincinnati
Cincinnati Term. Whses., Inc.

Cleveland
Assembly Distribution Service, Inc.
Lederer Terminals
National Terminals Corp.
Neal-Caldwell
Columbus
Central Ohio Warehouse Co.
Columbus Term. Whse. Co.
Merchandise Whse. Co.
Ohio Warehouses, Inc.
Dayton
Dayton Warehouses, Inc.
Union Storage Co.
Toledo
Edgar's Warehouses
Great Lakes Term. Whse. Co.
Merchants & Mfrs. Whse. Co.
Toledo Terminal Whse., Inc.
Youngstown
Lederer Terminals

OKLAHOMA
Oklahoma City
O. K. Tfr. & Stge. Co.
Public Warehouse Co., Inc.
Tulsa
General Warehouse Corp.

OREGON
Portland
Holman Transfer Co.
Oregon Transfer Co.
Rapid Transfer & Stge. Co.
Rudie Wilhelm Whse. Co.

PENNSYLVANIA
Allentown
Hummel Warehouse Co., Inc.
Butler
Nicholas Tfr. & Stge. Co.
Erie
Erie Storage & Carting Co.
Erie Warehouse Co.
M. V. Irwin Moving & Stge., Inc.
Harrisburg
Harrisburg Storage Co.
Harrisburg Warehouse Div., Western Whsing. Co.
Pennsylvania Comm. Whse. Co.

Lancaster
Lancaster Storage Co.

Philadelphia
Commercial Warehousing Co.
Melville Warehouse Co.
Merchants Whse. Co.
Pennsylvania Whsing. & Safe Deposit Co.
Terminal Warehouse Co.

Pittsburgh
Beacon Warehouse, Inc.
White Terminal Co.

Scranton
Mifflin Warehouse Co.
Quackenbush Warehouse Co.

RHODE ISLAND
Newport
Manuel Brothers, Inc.

SOUTH CAROLINA
Charleston
Berkeley Storage Co.
Charleston Whse. & Fwdg. Corp.
Columbia
Carolina Bonded Stge. Co.
Greenville
Beattie Bonded Whse. Co.

TENNESSEE
Chattanooga
Chattanooga Whse. & C.S. Co.
Memphis
Mayer Whse. & Term. Inc.
Midwest Terminal Whse. Co.
Poston Warehouses, Inc.
Valden Warehouse
Nashville
Bond, Chadwell Co.
Central Van & Stge. Co.

TEXAS
Dallas
Great Southwest Whses., Inc.
Mayflower Warehouses (American Transfer & Stge. Co.)
El Paso
El Paso Term. Whses., Inc.
Western Warehouses
Fort Worth
Binyon O'Keefe Stge. Co.
Houston
American Warehouses, Inc.

Houston Central Whse. & C.S. Co.
Houston Term. Whse. & C.S. Co.
Houston Warehouse Service, Inc.
T.P.C. Stge. & Tfr. Co., Inc.
Texas Service Whse. Co.
Union Transfer & Stge. Co.
Universal Term. Whse. Co.
Wald Term. Whse. Co., Inc.

UTAH
Salt Lake City
Noyce Transfer Co.
Redman Van & Storage Co.

VIRGINIA
Norfolk
Security Storage & Van Co.
Southgate Term. Whse. Co.

WASHINGTON
Seattle
Seattle Transfer & Stge. Co.
Taylor-Edwards Whse. & Tfr. Co., Inc.
Spokane
Riverside Warehouses, Inc.
Taylor-Edwards Whse. & Tfr. Co., Inc.

WEST VIRGINIA
Huntington
Service Warehouse Corp.

WISCONSIN
Green Bay
Leicht Tfr. & Stge. Co.
Madison
Hansen Stge. of Madison, Inc.
Milwaukee
American Warehouse Co.
Hansen Storage Co.
National Warehouse Corp.
Terminal Storage Co.

CANADA
Toronto, Ont.
Howell Warehouses Ltd.
Terminal Warehouses Ltd.
Toronto Storage Co. Ltd.
Montreal, Que.
St. Lawrence Warehouse, Inc.

BIRMINGHAM, ALA.

DOC'S Transfer & Warehouse, Inc.

3221 First Avenue, North
Storage - Distribution - Local Cartage - Household Moving

Represented By
Affiliated WAREHOUSE COMPANIES

105 W. Madison St. 36 W. 44th Street
Chicago 2 New York 36
ST 2-5180 MU 2-8927



BIRMINGHAM, ALA.

1880—Eighty Years of Service—1960

HARRIS WAREHOUSE CO.

• 8 South 13th St., Birmingham •

Merchandise and Household Goods

• STORAGE • CARTAGE • DISTRIBUTION • FORWARDING
Pool Cars Handled

Member of A.C.W.—A.W.A.—N.F.W.A. Agents for Allied Van Lines, Inc.

BIRMINGHAM, ALA.

STRICKLAND TRANSFER AND WAREHOUSE CO.

A Subsidiary Of
WADE WOOD COMPANY

112 South 14th St., Birmingham

General Merchandise Storage and Distribution
Pool Car Service a Specialty—Motor Truck Service
Centrally Located—Free Switching from All R.R.s



PHOENIX, ARIZ.

Phone: ALpine 8-7511. TWX-PX 329. FAX-FQP.

B-Z-Bee Transp'n & Warehouse Co.

1146 North 19th Ave., Phoenix, Ariz.

Merchandise & Household Goods. Warehouse Capacity 20,000 sq. ft.
—Palletized. Pool Car Distribution—Unloaded and Delivered Same Day. 16 car siding. Our own fleet of trucks (22 units).



Represented by A.W.I. Agents for United Van Lines



PHOENIX, ARIZONA

LIGHTNING MOVING & WAREHOUSE

Established 1890

Box 2033 PHOENIX Teletype Px147

Offering complete warehouse service for all types of general merchandise.

- Palletized Operation
- Local Cartage Service
- Pool Car Distribution
- Inside Truck Loading
- Field Warehousing
- Private Sidings —
- Free Switching
- 20 Car Capacity

Consign shipments via S.F. — S.P.

- Storage and Nationwide moving of household goods.

Represented by
American Chain of Warehouses
National Warehouse Receipts System
Member American Warehousemen's Association



LOS ANGELES, CAL.

Phone: ANgelus 1-1121

California Cartage Warehouse

DIVISION OF CALIFORNIA CARTAGE COMPANY, INC.

"Southern California's Leading Common Carrier"

4366 EAST 26TH ST., VERNON, CALIF.

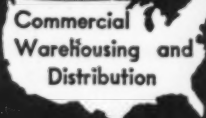
GENERAL MERCHANDISE STORAGE

PLUS THESE EXTRAS—

- ✓ COMPLETE TRUCKING COVERAGE THROUGHOUT SOUTHERN CALIF.—OUR OWN TRUCKS
- ✓ COMPLETE HARBOR SERVICE—LOS ANGELES & LONG BEACH HARBORS
- ✓ POOL CAR DISTRIBUTION—OUR OWN PRIVATE SIDING
- ✓ AIR CONDITIONED OFFICE SPACE AVAILABLE—24 HOUR PROTECTION

LOS ANGELES, CAL.

Commercial Warehousing and Distribution



BEKINS WAREHOUSING CORP.
Since 1891
1335 SO. FIGUEROA
W. C. Elliott, Manager

LOS ANGELES, CAL.

1248 Wholesale St., Los Angeles 21
Telephone MADison 7-2211
CALIFORNIA WAREHOUSE COMPANY
A Complete Warehouse Service Since 1917
Pool Car Distribution
Rail-Truck-Steamship—Minimum P.U.C. rates—Routing all lines—
Reciprocal switching—Two deliveries daily—Cargo Insurance \$30,000
truckload. Write for rates and references.
Represented by American Chain of Warehouses
Member of AWA—CalWA—CalMTA—LAWA

LOS ANGELES, CAL.

Phone: CApital 1-2191 — Established 1921
CENTRAL TERMINAL WAREHOUSE CO.
639 Antonia Ave., Los Angeles 31, Cal.
General Merchandise Storage
Sprinklered, Brick Warehouse—ADT
Daily local delivery—our own Trucks

LOS ANGELES, CAL.

Phone: MADison 9-2181
DAVIES WAREHOUSE CO.
164 So. Central Ave. Los Angeles 12, Cal.
MDSE. STORAGE-DISTRIBUTION-CARTAGE
Reinforced Concrete and brick bldgs.—150,500 sq. ft.,
Completely palletized. Priv. Siding SP—14 Car Cap.—
12 truck dock.
Represented by Associated Warehouses, Inc.
Member of AWA—CalWA—CalMTA—LAWA



LOS ANGELES, CALIF.

CENTRAL • CONVENIENT • COOPERATIVE
OVERLAND TERMINAL WAREHOUSE CO.
1807 East Olympic Boulevard, Los Angeles 21—MADison 7-1146
PACKAGE STORAGE — OFFICES — SPACE FOR LEASE
CUSTOMS BOND—REFRIGERATED ROOMS—A.D.T. PROTECTED
Associated with
CROOKS TERMINAL WAREHOUSES INC., Chicago • Kansas City
Represented by W. D. CAVANAUGH ASSOCIATES, New York City

LOS ANGELES, CAL.

Member of A.W.A.
PACIFIC COAST TERMINAL WAREHOUSE COMPANY
4802 LOMA VISTA AVE. LOS ANGELES 58
Telephone LUdlow 3-4183
Centrally Located
In the Heart of the Wholesale District
✓ MODERN FLEET OF DELIVERY TRUCKS
✓ PRIVATE SPUR TRACK—22 CAR SPOT
✓ A.D.T.—FIRE & BURGLAR ALARM SYSTEM
✓ LOW INSURANCE RATES
✓ COMPLETELY MECHANIZED
✓ NATION WIDE TELETYPE SERVICE—L.A. 446
Office Space & Telephone Service
Represented by AFFILIATED WAREHOUSE COMPANIES
CHICAGO NEW YORK

LOS ANGELES, CAL.


ESTABLISHED 1918 Phone: MA 7-8282
PACIFIC COMMERCIAL WAREHOUSE, INC.
923 E. 3rd St. Los Angeles 13, Cal.
GENERAL MERCHANDISE STORAGE
POOL CAR DISTRIBUTION STORAGE IN TRANSIT
DAILY HARBOR, LOCAL AND STATEWIDE HAULING
EXPERIENCED, EFFICIENT, BONDED PERSONNEL
10 Car Siding on A.T.&S.F. Railway
Sprinklered—A.D.T. Protected

LOS ANGELES, CAL.

1855 Industrial St., Los Angeles 21
Tel. MADison 9-9141 Teletype LA 1642
Star Truck & Warehouse Co.
COMPLETE FACILITIES EFFICIENT SERVICE
Sprinklered—A.D.T.—Reinforced Concrete and Steel Bldg.
Storage Pool Car Distribution Common Carrier
258,000 Square Feet 120 Pieces Motor Equipment
Established 1882 Office Space and Telephone Service
Represented by Distribution Service—N. Y.-Chicago-S.F.

LOS ANGELES, CAL.

Union Terminal Warehouse
Dependable Service
575,000 sq. ft. Storage Space
Storage and distribution of merchandise to points in
Southern California, Arizona, and Nevada
General Merchandise Storage Central Location
U. S. Customs Bonded Class A Reinforced Concrete
Whse. #7 Buildings
Cooler Room Facilities Fully Sprinklered
Pool Car Distribution Low Insurance (ADT Service)
City Deliveries 24 Hour Switching Service
Served by Southern Pacific—
Pacific Electric Ry. Co.
737 Terminal Street
LOS ANGELES 21, CALIFORNIA
Telephone—MADison 7-9581
A. F. Mortensen, J. A. Williams, Vice President
President & General Manager



SAN DIEGO, CAL.

COMMERCIAL WAREHOUSING,
LOCAL CARTAGE
Largest commercial warehouse in San
Diego area. Santa Fe spur, free switch-
ing any R.R. 5 fork lifts. 100,000 sq. ft.
Sprinklers.
E. B. GOULD, Mgr.
P O B 13058 Z 13, San Diego, Calif.
GRIdley 7-3191
LET LYON GUARD YOUR GOODS
AWA



SAN FRANCISCO, CAL.

SUtter 1-3461
SAN FRANCISCO WAREHOUSE CO.
COMPLETE WAREHOUSE SERVICE
500,000 Sq. Ft.
General Merchandise
United States Customs and
Internal Revenue Bonded Storage
Draving and Pool Car Distribution
Office Accommodations and
Telephone Service
605 THIRD ST., SAN FRANCISCO 7
Teletype SF933
Member
American Warehousemen's Assn.
Distribution Service, Inc.



Colorado Springs, Colo.

SIERRA MADRE at LAS ANIMAS
WEICKER TRANSFER & STORAGE CO.
★ Pool car distribution—
★ Moving, packing, shipping.
★ Crane, Winch, Heavy hauling equipment.
Agent ALLIED Van Lines



DENVER, COLO.

Centrally Located
ALPINE STATE WAREHOUSE
1936 Market St., Tel: ALpine 5-3144
Bonded Storage & Distribution
Modern . . . Sprinkler Protected
Mechanized, Palletized Handling
Pool Car & Pool Truck Distribution
Accurate Inventory Control

and Firms are Arranged Alphabetically

In Denver call LARSEN

Specializing in General Merchandise Storage and Pool Car Distribution

- TELETYPE DN 536
- PRIVATE SIDING U.P.
- FREE SWITCHING
- SPRINKLERED SPACE
- LOCAL DELIVERIES
- LOW INSURANCE RATE

LARSEN TRANSFER & STORAGE CO.
P.O. Box 5152 Terminal Annex Denver 17, Colorado

Represented By
Affiliated WAREHOUSE COMPANIES

NEW YORK CHICAGO

DENVER

★ foot of the Rockies

The LOGICAL "break-bulk" point for economical shipping
— Where carload minimums change.

NORTH DENVER

★ the logical place to Warehouse!

COMPLETELY UP-TO-DATE:

- ★ BUILDINGS
- ★ HANDLING METHODS
- ★ OFFICE PROCEDURES

NORTH DENVER

TRANSFER & STORAGE COMPANY
Office: 2101 Market St. • TWX-DN553
Denver 5, Colorado

Represented by
CHICAGO 4 20 E. Jackson Blvd. WAbash 2-3567
ALLIED DISTRIBUTION INC.

NEW YORK 34 11 West 42nd St. PEase 8-6967

DENVER, COLO. 1700 Fifteenth, Denver 17, Colo.

WEICKER TRANSFER & STORAGE CO.

★ 340,000 sq. ft. of modern concrete and mill constructed buildings for mds. and house-hold goods storage.

★ Pool car distribution—12 car siding.

★ Moving, packing, shipping.

★ Crane, Winch, Heavy hauling equipment.

★ Operate a statewide, daily motor freight service under regulation of the Public Utilities Com. Connection with Interstate Truck Lines to Principal Cities. Wholesale and distribution facilities in Colorado Springs and Pueblo.

Low Insurance Rates

★ AGENT ALLIED VAN LINES—

PUEBLO, COLO. 128-130 SOUTH MAIN

WEICKER TRANSFER & STORAGE CO.

- Modern Sprinklered Building
- Pool Car Distribution
- Household and Merchandise Facilities
- Freight Forwarding and Distribution

★ AGENT ALLIED VAN LINES—

BRIDGEPORT, CONN. 2,250,000 cu. ft. of space

WILLIAM B. MEYER, Inc.
P. O. Box 206 Bridgeport, Conn.

Merchandise & HHG Storage

Trucking Distribution Packing Pool Car Dist. Private Siding Modern Handling Facilities

HARTFORD, CONN.

LET DEWEY DO IT

GEO. E. DEWEY & CO.
11 Donald St., Hartford 5, Conn.

100,000 sq. ft. warehousing space 8-car private siding; complete ADT fire, burglary protection; 100% sprinklered warehouse. Teletype H. F. 287 or write...

HARTFORD, CONN. U. S. CUSTOMS BONDED WAREHOUSES

HARTFORD DESPATCH and WAREHOUSE CO., Inc.
410 Capitol Ave., Hartford 1, Conn.

- ★ Public Storage
- ★ Pool Car Distribution
- ★ 100% Palletized
- ★ ADT Protective Service
- ★ Prompt Delivery Via Own Fleet

DOVER, DEL. Phone: REdfield 4-3141 TWX: Dover, Del. 288

DELMARVA WAREHOUSES, INC.
Columbia Ave. and Pear St. Dover, Del.

Merchandise and Household Goods

120,000 sq. ft.—15 Car Private Siding—Pool Car Distribution—Lease Rentals—Unit Handling Flatbed and Vans for Local Delivery

Member: AWA-NFWA Agent—Allied Van Lines

WASHINGTON, D. C. 3180 V Street, N.E. LAwrence 9-2700 Cable: DAVTRANSCO

DAVIDSON TRANSFER & STORAGE CO. A.T.A. R.F.W.A. F.I.B.I. S.A.O.F.R.

Complete Warehousing Services
Moving • Packing • Storage
Crating • Lift Vans • Packaging

WASHINGTON, D. C. Member A.W.A.

KANE WAREHOUSE COMPANY

Merchandise Storage Division 8th & Franklin Streets, N.E. 40,000 sq. ft.

Food Storage Division 4th & T Streets, N.E. 55,000 sq. ft.

General Offices 8th & Franklin Streets, N. E. ADams 2-2883

"Commercial Storage; Distribution and Delivery Service"

WASHINGTON, D. C. J. S. JACKSON, Mgr.

THE TERMINAL STORAGE COMPANY OF WASHINGTON

First, K and L Streets, N. E., Washington 2

Large buildings of modern construction, total floor area 204,000 square feet, of which 109,000 square feet is of fireproof construction. Storage of general merchandise.

CONSIGN SHIPMENTS VIA B. & O. R. R. Heated rooms for protection against freezing.

JACKSONVILLE, FLA.

JACKSONVILLE WAREHOUSE COMPANY

511 Champion Ave., P. O. Box 2545, Jacksonville, Fla.
General Storage—Pool Car Distribution—Local Cartage—
Modern—Fireproof Building—67,000 Sq. Ft.—Fully Sprin-
kled—With Private Siding on ACL RR—Low Insurance
Rate—A. D. T. Protection.

JACKSONVILLE, FLA.

LANEY & DUKE STORAGE WAREHOUSE CO., INC.

Most Centrally Located Warehouse
in The City

- Reinforced concrete building with private siding on A. C. L. R. R., free switching.
- Clean, dry general storage and cooler facilities, modern equipment.
- Low Contents Insurance Rate. Pool car distribution and prompt local truck deliveries.

1560 Jessie St., Jacksonville, Fla.

★ Represented by

Chicago 4
20 E. Jackson Blvd.
WAbash 2-1587

ALLIED DISTRIBUTION INC.

New York 88
11 W. 42nd St.
PEss 9-8887



JACKSONVILLE, FLA.

M & M Terminal Warehouse Co.

800 East Bay Street

Southern Terminus Willis Barge Line

Facilities: 125,000 sq. ft., 40 car Private Bldg BAL, 25 truck doors, Watch-
man service, Deep water to 30 ft. Service Features: Mds. Storage, Pool Car
Dist. Rtg in Transit, local deliveries, mobile cranes, 20 tons, 100% palletized.
Member: BEWA, JWA, ADI

JACKSONVILLE, FLA.

Member: AWA—BEW&NA—JWA

PENINSULAR WAREHOUSE CO., INC.

1507 Industrial Blvd. Established 1912 TWX: JK-573
Merchandise Storage—Pool Car Distribution—Trucking—New Reinforced

Concrete Buildings—Low Insurance Rate—14 Car
Siding—15 Truck Platform—ADT Protection—
Cooler Space—Air Conditioned Office Space—
Completely Mechanized—57,000 Square Feet—
Represented by AWI, Chicago phone: Randolph
6-4457. New York phone: Murray Hill 9-7445.



JACKSONVILLE, FLA.

FLORIDA'S LARGEST WAREHOUSE

Union Terminal Warehouse Company

700 East Union Street, Sta. G

Merchandise Storage—Custom Bonded—Pool Car Dis-
tribution—Reconsigning—Trucking Service—Trackage
52 Cars—Reinforced Concrete—Sprinkler System—
A.D.T. Service—Insurance Rate 12 Cents
Rental Compartments—Sub-Postoffice
Members A.W.A.—A.C. of W.—J.W.A.



MIAMI, FLA.

Represented by

ALLIED DISTRIBUTION INC.

COLONIAL WAREHOUSE, Inc.

Division of United States Freight Co.
3675 NORTHWEST 71st STREET
100,000 sq. ft. Sprinkler-Fireproof

MERCHANDISE STORAGE & DISTRIBUTION

SAL & FEC RR Siding 29 cars A.D.T. Protected.

Operate modern fleet trucks & trailers.

MIAMI, FLA.

Export & Domestic Packing & Crating

INTERNATIONAL BONDED WAREHOUSE CORP.

U. S. CUSTOM BONDED

Member of American Warehousemen's Association and Southeastern
Warehousemen's Association. Negotiable Warehouse Receipts

MERCHANDISE STORAGE
FEC RR SIDING—6 CARS

601-611 S.W. 8th St. (36)

Tel. FR 4-8532 & FR 4-1208

MIAMI, FLA.



THE SEVEN SANTINI BROS. INC.

MOVING • STORAGE • EXPORT PACKING

RR SIDING
To and From Everywhere

20 N.E. 11th St., Miami 32, Florida Phone: FRanklin 1-7883

ATLANTA, GA.

American Bonded Warehouse
Southeastern Bonded Warehouses, Inc.

"Better Warehouse Service"

651-663 Humphries St., S.W.—Sou. R. R.
Merchandise Warehousing Pool Car Distribution
Sprinklered A.D.T. Burglar Protection A.W.A.



SAVANNAH, GA.

SAVANNAH

BONDED WAREHOUSE & TRANSFER CO.

WEST BAY STREET AT CANAL
Post Office Box 1187

General Storage—Pool Car Distribution
Local Cartage—Custom Bonded—State Bonded
Field Warehousing—Sprinkler System
Members: A.W.A.—A.C. of W.

HONOLULU, HAWAII

2 modern concrete
warehouses

Sprinkler systems
throughout

Lowest Insurance
rates

200,000 sq. ft.

Collections &
Distribution Service



MERCHANDISE—HOUSEHOLD EFFECTS

HC&D MOVING & STORAGE

P.O. Box 190, Honolulu 10, Hawaii—Cable Address "HONCONTRA"

CAIRO, ILL.

HUDSON WAREHOUSES

P.O. Box 86

Cairo, Ill.

Merchandise Storage and Distribution

Represented By Affiliated Warehouse Companies

105 W. Madison St.
Chicago 2, Ill.
Phone: STate 2-5180

36 W. 44th St.
New York 36, N. Y.
Murray Hill 2-8927

CHICAGO, ILL.

DElaware 7-6149

COOLER • FREEZER • MACHINERY • MERCHANDISE

Ace Warehousing Service

WAREHOUSES • REPRESENTATIVES
COAST TO COAST

408 WEST GRAND AVENUE

CHICAGO 18, ILL.

Additional copies of the February, 1960 Warehouse
Directory are available by writing:

DISTRIBUTION AGE

Chestnut & 56th Sts., Philadelphia 39, Pa.

Single copies: \$5 ea. Five or more copies: \$3.25 ea.

and Firms are Arranged Alphabetically

FOR FRIENDLY SERVICE CALL . . .

Affiliated
WAREHOUSE COMPANIES
105 W. Madison St., CHICAGO 2
ST 2-5180 • Walter P. Taylor

AMERICAN CHAIN OF WAREHOUSES, INC.
every link a strong one... FREE DIRECTORY OF
80 WHSE. LOCATIONS

John Terreforte, Eastern Mgr.
250 Park Ave., New York 17, N.Y.
YUkon 6-7722

Henry Becker, Western Mgr.
53 W. Jackson Blvd., Chicago, Ill.
Harrison 7-3688

CHICAGO, ILL.

THE TRADITIONAL INSIGNIA

ANCHOR
STORAGE CO.
251-315 EAST GRAND AVE.
CHICAGO 11, ILL.

OF
SAFETY
AND
SECURITY



Warehouse located two blocks east of Michigan Avenue. Walking distance from Loop. Ten car switch C&NW Ry. Tunnel service. Splendid building. Low insurance rate

Represented by
DISTRIBUTION SERVICE, INC.

Member AMERICAN WAREHOUSEMEN'S ASSOCIATION

AT CHICAGO, ILL.

A W I
ASSOCIATED WAREHOUSES, INC.
549 WEST RANDOLPH ST. • CHICAGO 6, ILL.

STORAGE—COAST TO COAST—SERVICE
MERCHANDISE WAREHOUSES IN 80 CITIES

Phone
CLYDE E. PHELPS
RAndolph 6-4457 FOR

CHICAGO, ILL.

PRospect 6-4616

Equipment Storage Corporation



Main Office and Warehouse
7446 S. Ashland Ave.
Chicago 36, Ill.

Heavy Industrial Storage

Switch track and crane facilities for handling heavy merchandise, steel, machinery, paper. Bonded and Licensed. Member of AWA

CHICAGO, ILL.

Member of A.W.A.

Griswold & Bateman Warehouse Co.
1525 NEWBERRY AVE. CHICAGO 8

Modern Buildings • Low Contents Insurance • Reshipping, City deliveries • Vacuum fumigation of foodstuffs, tobacco, etc. • Cooling Rooms • Direct track connections • Over Sixty Years of Warehousing Experience
Represented by Allied Distribution, Inc., Chicago, Ill. & New York, N. Y.

For more product information use the
READERS' SERVICE CARD

Elsewhere in this issue to check your selections

5 points
to remember
for complete
warehousing
distributing
service in
CHICAGO

SOUTH
5967 W. 65TH ST

NEAR THE LOOP
429 W. 14TH PLACE

DOWNTOWN
433 W. HARRISON ST

ON THE WATERFRONT
3101 EAST 103RD ST.

WEST
2750 W. 35TH ST.

PLUS THESE ADVANTAGES:

Modern buildings; low insurance; spacious switch tracks, ample truck loading doors; pool car distribution; storage in transit; cooler rooms; efficient handling equipment; private storage; office space, negotiable warehouse receipts; financing; fumigating facilities.

Crooks Terminal Warehouses, Inc.

CHICAGO 7 KANSAS CITY 1 NEW YORK 17
433 W. Harrison St. 1104 Union Ave. 51 E. 42nd St.

Associated with Overland Terminal Warehouse Co
1807 E. Olympic Blvd., Los Angeles 21

Member of the American Warehousemen's Association

OFFERING COMPLETE BRANCH HOUSE FACILITIES

Receiving/Storing/Marking/Weighing/Reconditioning/Shipping/C.O.D./Sight Drafts/Invoicing/Collections/Inventories/Freight Prepayments

CHICAGO, ILL.

Licensed & Bonded

FIRE PROOF STORAGE—4 warehouses

Packing—Crating—Shipping • NATION WIDE Long Distance Moving • Economical rates—Unexcelled service

GROVE STORAGE CO. INC.

4301 Cottage Grove Avenue

Chicago's most progressive warehouse system

CHICAGO, ILL.

Member: N.F.W.A.
Allied Van Lines

Serving Chicago and Suburbs for Over 50 Years

Consign Your Shipments to

JOYCE BROS. Stge. & Van Co.

6428 N. Clark St., Chicago 26

ROgers Park 4-0033 — Teletype CG-2196

JOYCE

CHICAGO, ILL.

Teletype Number CG 2597

Member N.F.W.A.

MAJESTIC WAREHOUSES, INC.

5210-30 SOUTH WABASH, CHICAGO 15, ILL.

Warehousing—Distributing—Cartage
U. S. Customhouse License Number 68

WORLD WIDE MOVING

Packing & Crating

ATlantic 5-2600

CHICAGO, ILL.

In Chicago use

SYKES COMPLETE WAREHOUSE and Distribution Service

Fully sprinklered warehouse building for merchandise storage exclusively. Centrally located — only 12 minutes from the loop. Complete warehouse service with personal supervision.

Pool Car Distribution

SYKES TERMINAL WAREHOUSE CO.

929 West 19th St., Chicago 8, Ill. Phone MOntrose 6-2378



MIDLAND

in Chicago, Illinois

A complete warehouse organization fully equipped to handle merchandise rapidly and economically with convenient locations for local trade and excellent transportation facilities for national distribution. Served by Chicago Junction Railway providing direct connections with thirty-eight railroads. Receiving station for Railway Express Agency on premises.

*Inquiries Invited on Storage,
Office and Rental Requirements*

MIDLAND WAREHOUSES, INC.

1500 S. WESTERN AVE.

CHICAGO 8, ILL. • CANal 6-6811



North Pier Terminal



Choose from **4** locations

ONE: Main bldg. Lake Shore Dr. at Illinois St. Combination office-whse. space, leasing or mdse. storage.

TWO: Navy Pier in Downtown Harbor District; a ship- and barge-side warehouse on Lake Michigan.

THREE: Ship Dock in Downtown Harbor; a ship- and barge-side warehouse at mouth of Chicago River.

FOUR: Lake Calumet Harbor; 2 modern warehouses at south edge of Chicago. Intransit, and ship- and barge-side warehouses.

From North Pier Terminal you can get complete distribution services: CL-LCL-TL-LTL-WATER.

Chicago freight rate applies to every warehouse. No extra switching charges.

Modern docks, modern fork and clamp lift trucks, 20- to 110-ton cranes, palletized handling, etc.

Sprinklered, ADT protected. Low rent and ins. rates.

Call or write: W. W. Huggett, Pres., or S. T. Heffner, V. P.

Eastern Rep: J. Leo Cooke Warehouse Corp., Jersey City 2, N. J. Phone: Oldfield 3-5080. New York phone: Whitehall 3-5090

MEMBER—AMERICAN WAREHOUSEMEN'S ASSOCIATION

North Pier Terminal

444 Lake Shore Drive, Chicago 11, Illinois

Superior 7-5606

CHICAGO, ILL.

Close to the Loop District, these two co-operated warehouses offer quick, efficient and economical service to stores and distributors in Chicago and the Mid-West.

PRODUCERS WAREHOUSE CO.

344 No. Canal St. (6) C. & N. W. Ry.

THOMSON TERMINALS INC.

346 W. Kinzie St. (10) C. M. St. P. & P. R. R.

Prompt Deliveries

Advances Made

the most conscientious
BABY SITTER
your product ever had!

PACKERS

**GIVES IT LOVING CARE
...THEN GETS IT THERE
PROMPTLY, ACCURATELY**

Packers makes you feel like a customer again! Family management . . . our main interest is serving *you* . . . our best ads are our customers.

5 LOCATIONS

Center of Chicago's metropolitan area for storage and distribution • Ship, barge and rail terminal, new Lake Calumet distribution center • Northern Indiana within switching district for storage in transit • ALL facilities for ALL types of merchandise.

PACKERS TERMINAL AND WAREHOUSE CORP.

4000 Packers Ave., Chicago 9, Ill. All phones: VIrginia 7-9792



Member AMERICAN WAREHOUSEMEN'S ASSOCIATION

Represented by: *Affiliated WAREHOUSE COMPANIES*

CHICAGO, ILL.

RIVERSIDE WAREHOUSE

of Anchor Storage Co.

219 East North Water St., Chicago 11, Ill.

Telephone Mohawk 4-3325

GENERAL MERCHANDISE STORAGE

Centrally located one block east of Michigan Ave. Bridge

Ten Car Private Siding C & N W Ry.

Represented by Distribution Service, Inc.



Member AMERICAN WAREHOUSEMEN'S ASSOCIATION

ADD . . .

"the finishing touch"

to your sales program with Soo Terminal's storage and distribution "know how"!

- An all-over service since 1914
- 500,000 sq. ft concrete building
- Fully palletized and powerized
- Year 'round candy storage
- Cartage office on premises

SOO TERMINAL WAREHOUSE

Div. Beatrice Foods Co.

519 W. Roosevelt Road

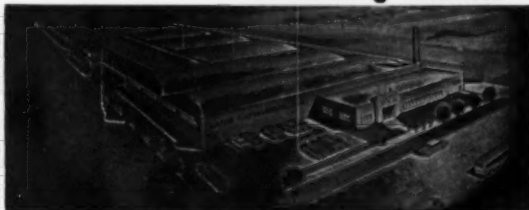
Chicago 7, Ill.

CANal 6-5740

and Firms are Arranged Alphabetically

WAKEM & McLAUGHLIN

Since 1886 The Midwest's most
modern and complete
warehousing facilities



400,000 square feet in 2 convenient locations
4045 W. CHICAGO AVE. 213-235 E. ILLINOIS ST.

- SINGLE STORY OPERATION
- FULLY MECHANIZED
- INSIDE SIDINGS & TRUCK DOCKS
- SPRINKLER & ADT PROTECTION
- LOW INSURANCE RATES
- MEMBER AMERICAN WAREHOUSEMEN'S ASSN.

W & M

write or wire for full details and services

WAKEM & McLAUGHLIN Incorporated

General Offices: 4045 W. Chicago Ave.
Chicago Sacramento 2-5700

CHICAGO, ILL.

One of Chicago's Finest

A half million feet of modern warehouse space where you have every advantage for receiving, shipping and reshipping. Track space accommodates 360 railroad freight cars. 70 ft. covered driveways practically surround the clean, light and airy warehouse.

Located on the edge of Chicago's famous Loop and only one block from the mammoth new Post Office. Western Warehouse is in the heart of all business activity. Write for complete information.

WESTERN WAREHOUSING COMPANY

323 West Polk Street Chicago 7, Ill.

CHICAGO HEIGHTS, ILL.

TELEPHONES: SKyline 5-3520 (Chicago Heights.)
INTERcom 8-4969 (Chicago)

UNITED WAREHOUSING CO.

480 E. 14th St., Lincoln Highway 30, Chicago Heights, Ill.
LOCATION: (1 1/2) Miles Calumet Exp. (7) Miles Calumet Harbor.
(2) Miles Tri-State Toll Rd.

One Story Brick and Concrete Construction. 75,000 sq. ft. of Storage Space. Unlimited Floor Load. Automatic Sprinkler System. Private Siding. Automatic Dock Levelers. Fully Mechanized. Low Insurance Rates.

E. ST. LOUIS, ILL.

McMAHON TRANSFER and WAREHOUSE CO.

Since 1905

OFFICES: BROADWAY AT 7TH ST., EAST ST. LOUIS, ILL.
GENERAL HAULING—WAREHOUSING AND FORWARDING
WAREHOUSES ON SOUTHERN RAILROAD BELT LINE

E. ST. LOUIS, ILL.

Telephone BRIDGE 4-0092

MID-AMERICA TERMINAL WAREHOUSE

INCORPORATED

2046 TRENDLEY AVE., EAST ST. LOUIS, ILL.

LOCATED: Just five minutes from downtown St. Louis, Mo.

Storage and Distribution with Unequaled Service

100,000 square feet of completely fireproof warehouse space.
6-Car Private Siding, TRRA Delivery, 12-Truck Dock on
Private Siding. Modern Equipment, Completely Palletized. 100%
A.D.T. Protection. Low Insurance Rates. Completely Sprinklered.

EAST ST. LOUIS, ILLINOIS

Excellent service and low-cost

WAREHOUSING FOR CARLOAD SHIPPERS

MISSISSIPPI AVENUE WAREHOUSE

- 360,000 Sq. Ft. on one floor • Insulated for temperature control • 100% Sprinklered • Bonded
- Legal liability Insurance • 50 car private siding on TRRA • Ample uncongested truck dock • Low Insurance rates • Storage-in-transit privilege

FOR COMPLETE DETAILS, WIRE, WRITE, PHONE

G. J. Nooney & Co.

P. O. BOX 26 • EAST ST. LOUIS • BRIDGE 1-3723

JOLIET, ILL.

"Best Distributing Point in Middle West"

JOLIET WAREHOUSE & TRANSFER CO.

12 NEW ST. JOLIET, ILL.

MERCHANDISE STORAGE AND DISTRIBUTION
INTER AND INTRA STATE MOTOR CARRIER

LOCATED ON FIVE TRUNK LINES AND OUTER
BELT CONNECTING EVERY ROAD ENTERING
CHICAGO—CHICAGO FREIGHT RATES APPLY
—NO SWITCHING CHARGES

KANKAKEE, ILL.

ESTABLISHED 1925

BELT ROUTE

WAREHOUSE & STORAGE COMPANY

Washington Avenue & Brookmont Blvd.—P. O. Box 307—Tel. 3-2793

GENERAL MERCHANDISE STORAGE

POOL CAR DISTRIBUTION 10-CAR SIDING NYCRR
MAJOR TRANSFER CARRIER

PEORIA, ILLINOIS



**UNITED
Warehousing
FACILITIES, Inc.**

SPECIALIZING IN VOLUME STORAGE AND DISTRIBUTION
THROUGH THE PEORIA GATEWAY

14 Railroads — Transit Privileges — 50 Truck Lines
2800 S. Adams PEORIA, ILLINOIS

write for details or phone 6-5581 — TWX PE 8538

VANDALIA, ILL.

Telephone: 475

VANDALIA WAREHOUSE CORPORATION

1217-1331 W. Main Street

Merchandising Storage At its Best

140,000 sq. ft. fully sprinklered—A.D.T.—lowest insurance rates—unlimited floor loads, 4 sidings—30 car capacity—Served by IC and PRR—reciprocal switching—ample truck docks—fork lifts and palletized.

STORAGE-IN-TRANSIT PRIVILEGES

*a complete
warehouse
package!*

- Skilled Personnel
- Ideal Central Location
- Mail & Phone Order Service
- Attractive Office & Display Space

Over 100,000 square feet of storage space. Modern brick and steel structure. Latest type handling equipment. Palletized handling, rapid service. We connect with the main line of N.Y.C. R.R. Private rail siding. Free switching.

SCHULTZ GENERAL WAREHOUSE

Owned and Operated by Schult Corporation
1800-1834 South Main Street Jackson 2-2838
ELKHART, INDIANA

EVANSVILLE, IND.



Modern, Complete, Safe WAREHOUSING



No. 2 Ingle St.

112,000 sq. ft. storage. ADT protected, sprinklered. Siding on L.&N.Ry. Reciprocal switching on Ill. Cen., C.&E.I., Southern and N.Y.C. Rys. Storage in transit arranged.

INGLE STREET WAREHOUSE CO.
L. D. Phone HA 4-1015

**Completely modern . . . fully integrated
Economical . . . Efficient . . . Safe
TERMINAL and WAREHOUSE SERVICE**

Fully coordinated river-rail-truck terminal — warehouse all one story — no floor load limit, 150,000 square feet. Fully sprinklered. Contents insurance rate 6.8c per \$100 per year. Two 10-ton overhead electric cranes, fork lift truck fleet, 4,000 to 12,000 lb. capacity, for palletized operation. Rail siding and truck docks under canopy to service 65 cars and 35 trucks assuring prompt service.

Served by C & E I, L & N and N Y C Railroads reciprocal switching, all Ohio River barge lines and numerous, major truck lines. For further information write for brochure.

A. J. Weber, V.P. & G.M.—D. L. Alquist, Sls. Mgr.—Telephone HARRISON 5-7152

Represented by:
ALLIED DISTRIBUTION, INC.
CHICAGO • NEW YORK

Member: American Warehousemen's Assn.
American Waterways Operators, Inc.

MEAD JOHNSON TERMINAL CORP.

1830 WEST OHIO STREET • EVANSVILLE 2, INDIANA
ESTABLISHED 1930

EVANSVILLE, IND.

Experienced Personnel—Prompt Service

Complete warehousing and distribution services—418,000 sq. ft. on one floor—Unlimited floor load—Spotting for 84 carloads at one time—Continuous truck doors—Low insurance rate.

Sprinklered—Palletized—Open yard storage



PRODUCERS, INC.

(Formerly Beeler Warehouse Corp.)
P. O. Box 175 Phone 5-3585

FORT WAYNE, IND.



FOR EFFICIENT STORAGE AND
DISTRIBUTION IN DETROIT, TOLEDO
AND FORT WAYNE, IT'S . . .

EDGAR'S WAREHOUSES

1925 HOWARD ST. • DETROIT 16 • TA 5-0008

FORT WAYNE, IND.

Telephone Anthony 3222



FORT WAYNE STORAGE COMPANY, Inc.

806-808 Hayden St., Fort Wayne 4, Ind.

FIREPROOF AND NON-FIREPROOF BUILDINGS

Penna. Co. R. R.; Grand Rapids & Indiana R. R.; Wabash R. R.
Private Sidings—Pool Car Distribution

THE
SPOTLIGHT IS ON

PETTIT WAREHOUSES, INC.

414 E. Columbia Street
Fort Wayne, Indiana

- 100% Palletized Pool Car Distribution
- Local Cartage
- Storage in Transit
- Centrally Located
- Overnight Motor Freight Service
- Private Siding, Connections with Nickel Plate —PRR—NYC—Wabash.

HAMMOND, IND.



GREAT LAKES WAREHOUSE CORPORATION

ILLIANA STORAGE COMPANY, INC.

General Warehousing and Distribution Service—Calumet Industrial Area—Chicago Switching District—IHB, Monon, and NYC Railroads—Free of State Taxes—1/2 million sq. ft. brick and concrete buildings—sprinklered—36 car spot—34 truck spot, 11 Industrial Road, Hammond, Indiana—Chicago—Phone SAGinaw 1-4411. Hammond Phone—WEstmore 2-3780

Affiliated with SEAWAY STEVEDORING CO. in Chicago Port District. N. Y. Representative, AWC—MurrayHill 2-8927

HAMMOND, IND.

NOWAK WAREHOUSES, INC.

Plants at Hammond and East Chicago, Ind.
IHB-BOCT, PRR, NYC and B&O Railroads.
In the heart of the industrial Calumet area
and Chicago switching district.

5009 Calumet Ave., Hammond, Ind. WEstmore 1-3700

INDIANAPOLIS, IND.

Phone MEIrose 2-4361

INDIANA TERMINAL & REFRIGERATING CO.

230-240 So. Penna. St., Indianapolis 4



Sprinklered Warehouses Office Rooms
General Merchandise and Cold Storage
Down Town Location with RR tracks in building

and Firms are Arranged Alphabetically

INDIANAPOLIS, IND.

Telephone MEIrose 5-4436 MEMBER OF A.W.A.

Indianapolis Warehouse & Storage Co., Inc.
330 West New York St. Indianapolis 7, Ind.

Merchandise Storage • Private Siding, N.Y.C.
Pool Car Distribution • Office Space

Represented By
Distribution Service, Inc., New York City; Chicago, Ill.



INDIANAPOLIS, IND.

Telephone—MEIrose 2-2525

**MERCHANDISE STORAGE & POOL CAR DISTRIBUTION
STORAGE-IN-TRANSIT**



Consign IC—Indianapolis
Lease space—Office space

MERCHANDISE WAREHOUSE CO., INC.

1414 S. West St., Indianapolis 25, Ind.

INDIANAPOLIS, IND.

Phone: MEIrose 5-5513 TWX: IP 167

35 YEARS OF SERVICE

General Merchandise Storage
Pool Car Distribution
Motor Trucking Service



One-Story Facilities
Mechanized Handling
Palletized Storage



**STROHM WAREHOUSE AND
CARTAGE COMPANY**
359 West Ray Street, Indianapolis, Indiana

JEFFERSONVILLE, IND.

JEFFERSONVILLE DIVISION

of LOUISVILLE PUBLIC WAREHOUSE COMPANY

Announcing the opening of a modern warehouse ideal for distribution in the Kentuckiana area. Just across the river from downtown Louisville.

- 120,000 sq. ft.
- 3 one-level bldgs.
- reciprocal switching
- storage in transit
- open storage
- sprinkler protection

BUHar 2-7107 • TWX-LS178 • P. O. Box 353
Jeffersonville, Indiana • H a.a., ME 4-8301, Louisville

MUNCIE, IND.

Telephone AT 8-6677

**GENERAL MERCHANDISE STORAGE
PRIVATE SIDINGS—35 CARS
SERVICED BY—C&O—NYC—NICKEL PLATE
LICENSED ICC INDIANA**

OREN-SHIVELY WAREHOUSES

2700 So. Monroe St., Muncie, Ind.

CEDAR RAPIDS, IOWA

American Transfer & Storage Co.

401-411 FIRST ST. S. E. PHONE Empire 2-1147

SINCE 1907

General Merchandise Warehousing and Distribution.
Cold Storage.

Modern Brick Warehouse, Sprinklered 80,000 Square Feet.
Siding on C. M. St. P. & P. Rd. Free Switching from Other
Roads. Motor Freight Terminal.

Member of A.W.A.—N.F.W.A.



CEDAR RAPIDS, IOWA

**Cedar Rapids
TRANSFER & STORAGE CO.**

MODERN WAREHOUSE
AND TRUCK TERMINAL ON TRACKAGE
Complete Facilities For Efficient Warehousing
and Distribution of Merchandise
DAILY SERVICE IN EVERY DIRECTION



DAVENPORT, IOWA

New Warehouse

and Distribution Center

Easily accessible! 100% palletized!

**ROEDERER TRANSFER
AND STORAGE CO.**

Post Office Box 299



DUBUQUE, IOWA

**COMPLETE
DISTRIBUTION SERVICES**

222,000 Sq. ft. of floor space in buildings of brick-concrete steel construction. Chicago-Great Western R.R. siding with 10 car capacity. Free switching with Federal Barge Lines. Low insurance rates. Complete-Motor-Freight-Facilities. Pool Car distribution—all kinds. Merchandise & Household Goods Storage, industrial and office space for rent.

Write today

DUBUQUE STORAGE & TRANSFER CO.

3000 ELM ST.

DUBUQUE, IOWA



Member of Iowa Warehouse Ass'n.

Represented by: Associated Warehouse, Inc.



HUTCHINSON, KANSAS

**FIRE PROOF
VERMIN PROOF**

**100 PERCENT
PALLETIZED**



Service by all
Truck Lines &
Railroads

115 FT. COVERED
DOCK FOR TRUCK LOADING
STORAGE IN TRANSIT PRIVILEGES
LOCAL DELIVERY SERVICE

POOL CAR DISTRIBUTION
Private Siding on AT & SF.
Reciprocal Freight Car Switching
With All Railroads

CLIFF FRY, PRESIDENT

HUTCHINSON MERCHANDISE WAREHOUSE, Inc.

701 East 2nd Hutchinson, Kans. MOhawk 2-8211 TWX-HU83

KANSAS CITY, KANSAS

For **Good** Warehousing in **Kansas City**

Call **G-K Warehouses, Inc.**

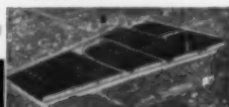
Complete Bonded Service with Extensive Facilities
Kansas Ave. and Railroad St., Kansas City 5, Kansas
Represented by Associated Warehouse Companies

LOUISVILLE, KY. LOUISVILLE PUBLIC WAREHOUSE COMPANY

- 340,000 sq. ft.
- sprinkler protection
- ADT Protection
- 10 one level buildings
- modern equipment
- R. R. storage in transit
- Heated & humidity controlled space

Since 1884

Phone MEIrose 4-8301 • TWX-LS178 • P.O. Box 2155
Louisville 1, Kentucky
Member: A.W.A.—American Chain—Dis. Serv., Inc.



For more product information use the

READERS' SERVICE CARD

Elsewhere in this issue to check your selections

WINCHESTER, KY.

Telephone: Pioneer 4-5282

Winn Avenue Warehouses, Inc.

148 Winn Ave., P. O. Box 151, Winchester, Ky.

MERCHANDISE STORAGE

170,000 sq. ft., Sprinklered. Automatic Fire Alarm. Unlimited floor load. Private siding C.&O. RR.—15 Car Capacity—40,000 sq. ft. of open yard storage.

NEW ORLEANS, LA.

Established 1923

H. G. BAUER

1111 Barracks St.

New Orleans 16, La.

Household Goods Storage—Local and Long Distance Moving

EXPORT CRATING & SHIPPING

Agents UNITED VAN LINES INC.

Moving With Care "Everywhere"

PACKING—SHIPPING—MODERN EQUIPMENT

Phone Jackson 2-1388 Teletype TWX 44 Cable BAUERSTON



NEW ORLEANS, LA.

E. B. FONTAINE, JR., Pres.
W. E. MARTINY, Gen. Mgr.
M. E. FONTAINE, Sec.

COMMERCIAL TERMINAL WAREHOUSE, INC.

INCORPORATED

Established 1910

A dependable agency for the storage and distribution of merchandise and manufactured products.

Member of

OFFICE:

1402 SOUTH PETERS ST.
NEW ORLEANS, LOUISIANA



New York—Chicago

NEW ORLEANS, LA.

29 YEARS YOUNG!



GULF SHIPSIDE STORAGE CORPORATION

- ✓—SHIPSIDE STORAGE
- ✓—STATE LICENSED—U. S. CUSTOMS BONDED SPACE
- ✓—LOCAL AND LONG DISTANCE MOVING
- ✓—LOCAL DELIVERY SERVICE

WRITE: P. O. BOX 1495, NEW ORLEANS 5, LA.
PHONE: WHITEHALL 4-5511

Agents for: American Red Ball Transit Co., Inc.

NEW ORLEANS, LA.

TELEPHONE—EXpress 4471

HAYES DRAYAGE & STORAGE, INC.

1421 So. Peters Street — New Orleans 3, La.

Public bonded warehousemen—drayage (pick-up and delivery)—Labeling and distributing—Importers and exporters—pool car distributors—cotton warehousing, compressing and weighing.



NEW ORLEANS, LA.

New Orleans Merchandise Warehousemen's Ass'n

MALONEY TRUCKING & STORAGE, Inc.

133 NORTH FRONT ST., NEW ORLEANS 1

An Able Servant to the PORT OF NEW ORLEANS

Complete warehousing facilities—Distribution—Weighing—Forwarding—Fumigating—Storage—Cartage—Field Warehousing—Office Space—Display Rooms—Sprinklered Risk.

UNITED STATES AND STATE BONDED



NEW ORLEANS, LA.

L. A. Kloor, Pres. E. J. Kraft, Sec-Treas.

STANDARD WAREHOUSE COMPANY, Inc.

100 Poydras St. - - - New Orleans 8, La.

MERCHANDISE STORAGE—POOL CAR DISTRIBUTION



Located in the Heart of the Wholesale District • Convenient to Rail & Truck Depots • Private Switch Tracks T & NO-SP RR • Reciprocal Switching COMPLETE WAREHOUSING SERVICE

BALTIMORE, MD.

C. J. Neuner, Supt. & Treas.

CAMDEN WAREHOUSES

Camden Station, Baltimore 1

Operating Terminal Warehouse on Tracks of The Baltimore & Ohio Railroad Co.

A. D. T. Private Watchman, Sprinkler

Storage—Distribution—Forwarding

Tobacco Inspection and Export—Low Insurance Rates

Consign Via Baltimore & Ohio Railroad

BALTIMORE, MD.

Complete Warehousing Services

Moving • Storage • Packaging
Packing • Crating • Processing



4301 Pulaski Highway
Baltimore 6-7900
Cable: DAYTRANSCO

DAVIDSON
TRANSFER & STORAGE CO.

A. T. A.
N. F. W. A.
F. I. D. I.

BALTIMORE, MD.

POOL CAR DISTRIBUTION

We know how

B & O PRIVATE COVERED RAIL SIDING

Trucking—Warehousing

Center 3-4400

ROWLEY

Warehousing & Distributing, Inc.

401 S. FULTON AVE., BALTIMORE 23, MD.

MEMBERS
N.W.T.A. & A.T.A.

BALTIMORE, MD.

H. C. COLEMAN, VICE PRES.—OPER. EXEC.
Phone MULberry 5-1700

WESTERN MARYLAND WAREHOUSE CO.

(Formerly Baltimore Fidelity Ware. Co.) Hillen and High Sts., Baltimore, Md.

- FIRST CLASS INLAND & WATERFRONT WAREHOUSES
- STORAGE • DISTRIBUTION • FORWARDING
- POOL CARS A SPECIALTY

SHIP VIA WESTERN MARYLAND RAILWAY DELY.

BOSTON, MASS.

CHARLES RIVER STORES

131 Beverly Street, Boston 14, Mass.

Owned and Operated by

MERCHANTS WAREHOUSE COMPANY



Facilities—230,000 square feet. Private siding Boston & Maine Railroad. Trucks served from private area. General Merchandise storage. U. S. Customs Bonded Space. Located on Boston's new Arterial Highway.



Member AWA—MWA Represented by Allied Distribution, Inc.

BOSTON, MASS.

Commodity Warehouse Corp.

30 Pittsburgh Street

Boston 10, Mass.

Merchandise Storage—Pool Car Distribution

Private Siding on N.Y.N.H. & H.R.R.

Sprinkled & Heated Space.

Fully Palletized.

BOSTON, MASS.

Hoosac Storage & Warehouse Company

Lechmere Square, East Cambridge 41, Boston

FREE AND BONDED STORAGE

A.D.T. Automatic Fire Alarm

Direct Track Connection B. & M. R. R.

Lechmere Warehouse, East Cambridge, Mass.

Hoosac Stores, Hoosac Docks, Charlestown, Mass.

Warren Bridge Warehouse, Charlestown, Mass.

and Firms are Arranged Alphabetically

BOSTON, MASS. 95 Years of Dependability 1865-1960

NATIONAL DOCK & STORAGE WAREHOUSE CO.

STRATEGIC LOCATION • EXTENSIVE FACILITIES • RELIABLE SERVICE
25 Lewis St. • East Boston 28, Mass. • LO 9-0050

BOSTON, MASS.

PHONE: STADIUM 2-8610

General Merchandise Storage
Pool Car Distribution—B. & A. Siding
One-Story Heated—Sprinklered Facilities
Mechanized Handling—Palletized Storage

STANDARD STORAGE COMPANY

108 HOLTON STREET

BOSTON 35, MASS.

Unexcelled Facilities For All Storage Needs

Wiggin Terminals gives the benefit of many years experience. Excellent labor relations. Safe, modern handling equipment and trained personnel speeds work along.

WAREHOUSES LUMBER TERMINALS

Write or phone for a complete illustrated brochure showing how WIGGIN can serve you.

Represented by American Chain of Warehouses, Inc. & Distribution Service, Inc.

WIGGIN TERMINALS, INC.

50 Terminal Street, Boston 29, Massachusetts
Telephone CHarlestown 2-0880

LOWELL, MASS.

Call V. P. Morton Pres. & Treas.
Glenview 8-8758

CURRAN-MORTON of Lowell, Inc.

93 Bridge St. Lowell, Mass.

"Hub of New England"

Complete, reliable, and fast management of all storage and distribution requirements.



SPRINGFIELD, MASS.

General Cold Storage

Pioneer Valley Refrigerated Warehouse, Inc.

P. O. Box 155

Brightwood Station

Whee.: Steel & concrete, automatic fire & burglar alarms—A.D.T. TSArea 1,000,000 sq. ft. FI Ld 350 lbs. CI Mt 8-10. Elev cap 6,000 lbs. Priv siding 50-car cap on & consign shipments via B&M; sta. Brightwood: free switching, 100% palletized. Temp. range—10° to 40°. Humidity control, 15-16. dock. Specialize in frozen foods. Open yard stage. Dr. Office facilities. Loans on stored commodities. Printed tariff. Member of the A. W. A. (Cold Storage Div.)

DETROIT, MICH.



FOR EFFICIENT STORAGE AND
DISTRIBUTION IN DETROIT, TOLEDO
AND FORT WAYNE, IT'S . . .

EDGAR'S WAREHOUSES

1925 HOWARD ST. • DETROIT 16 • TA 5-0008

DETROIT, MICH.

Fleetwing TERMINAL CORPORATION

2550 E. GRAND BLVD. • GENERAL OFFICES

DISTRIBUTION SPECIALISTS

Serving all Wholesalers, Distributors & Industry
LET US SOLVE YOUR STORAGE PROBLEM

Call TR-4-0100 DETROIT Now!

DETROIT, MICH.



CENTRAL DETROIT WAREHOUSE

Located in the heart of the wholesale and jobbing district, within a half-mile of all freight terminals. Modern buildings, lowest insurance rate in city.

WAREHOUSE & TERMINALS CORPORATION

Wyoming and Brandt Avenues

Modern concrete buildings, fully sprinklered, serving the west side of Detroit and the city of Dearborn. Specializing in heavy and light package merchandise and liquid commodities in bulk. Connected directly with every railroad entering the city.

Central Detroit Warehouse Co.

Fort and Tenth Streets, Detroit 16, Mich.



DETROIT'S ONLY Waterfront Terminal Offers You EVERY Facility . . .

A quarter-mile-long marine dock . . . 44 delivery doors under cover . . . our own switching facilities . . . direct connections with Wabash, Pennsylvania and C. & O. Railroads . . . reciprocal switch to all other lines . . . all storage in transit privileges . . . 10-story reinforced concrete warehouse with 5,000,000 cubic feet general storage, 2,500,000 cubic feet cold storage . . . completely sprinklered . . . fully equipped for inside and outside loading . . . inside track 25 car capacity . . . tenant and office space also available.

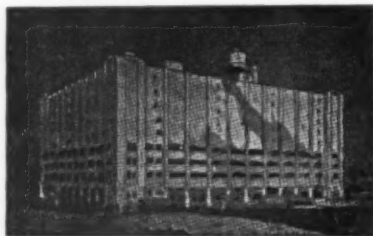
Detroit Harbor Terminals, Inc.

4461 West Jefferson TA 5-3200 Detroit 9, Michigan

T
R
A
I
N
E
D
★
E
F
F
I
C
I
E
N
T
★
S
E
R
V
I
C
E

STORAGE CARTAGE POOL CAR DISTRIBUTION

Every modern warehousing facility is available. Desirable office space. Car icing. Financing. Dry and refrigerated storage. In-transit privileges. Minimum insurance. Blast quick freezing rooms. Modern palletized equipment. Free reciprocal switching—all railroads. Continent wide connections.



GRAND TRUNK WAREHOUSE

AND

COLD STORAGE COMPANY

W. J. LAMPING, Exec. V. P. & Gen. Mgr.

1921 E. FERRY AVE., DETROIT 11, MICHIGAN

G. T. Rwy. Siding

Walnut 1-8380



DETROIT, MICH.



In Detroit It's JEFFERSON For Complete

Warehousing and Distribution

Private Siding, Reciprocal Switching,
Local Delivery via Our Own Trucks
Reshipment to any Point
Pool Car Distribution

200,000 sq ft of floor space. Modern building, completely sprinklered and fully protected by A.D.T. Excellent location. Mechanized for fast handling. Prompt reply to all inquiries.

JEFFERSON TERMINAL WAREHOUSE

1900 E. Jefferson Ave. LO 7-4706 Detroit 7, Mich.

MEMBER OF DISTRIBUTION SERVICE, INC.—AWA

For Shippers' Convenience, States, Cities

DETROIT, MICH.

Telephone: TRinity 3-5000

JOHN F. IVORY STORAGE COMPANY, INC.
8035 Woodward Ave. Detroit 2, Mich.

Complete Facilities

Local and Long Distance Moving • Packing—
Domestic Export • Storage • Import Storage &
Distribution • U. S. Customs Bonded Warehouse
Member: ATA—Mich M&WA—Mich TA—H&TA

DETROIT, MICH.

LAKESHORE WAREHOUSE, INC.

Merchandise Storage — Pool Car Distribution

Centrally located for all wholesale groceries
Grand Trunk R.R. 6 Car Siding

700 East Atwater

Detroit 26, Michigan



The Best is U. S. in
Greater Detroit

COMPLETE WAREHOUSING FACILITIES

United States
Cold Storage
Corporation

1448 WABASH AVE. DETROIT
WOODWARD 2-4730

8 STORY BUILDING

800,000 SQ. FT
FLOOR SPACE

38 TRUCK SPOTS

18 RAILWAY
SPOTS

7 FREIGHT ELEVATORS

An Associated Warehouse

MINNEAPOLIS, MINN.



OUTSTANDING
WAREHOUSE
SERVICE



MINNEAPOLIS TERMINAL WAREHOUSE CO.
618 North Washington Ave., Minneapolis 1, Minn.

MINNEAPOLIS, MINN.

GENERAL MERCHANDISE

MURPHY WAREHOUSE CO.

315 Harrison St. N. E.

FEderal 6-0865

Pool Car
Distribution

Machinery
Moving

Local
Cartage

MINNEAPOLIS, MINN.

Established 1888

SECURITY WAREHOUSE COMPANY

GENERAL OFFICE: 334 NORTH FIRST ST.
MINNEAPOLIS 1, MINNESOTA
PHONE FEDERAL 3-1281



Merchandise Storage
Pool Car Distribution, Local Trucking
Industrial Trackage Space

ST. PAUL, MINN.

GENERAL MERCHANDISE

MURPHY WAREHOUSE CO.

1924 University Avenue

Midway 6-6591

Pool Car
Distribution

Machinery
Moving

Local
Cartage

and Firms are Arranged Alphabetically

ST. PAUL, MINN.

A COMPLETE WAREHOUSING SERVICE

Merchandise Storage—Cold Storage
Pool Car Distribution—Industrial Facilities

Situated in the Midway, the center of the Twin City Metropolitan area, the logical warehouse from which the Twin Cities and the Great Northwest can be served from one stock, with utmost speed and economy.

CENTRAL WAREHOUSE COMPANY

739 Pillsbury Avenue St. Paul 4, Minnesota

Phone: Midway 6-2831
Represented by DISTRIBUTION SERVICE, INC.
251 E. Grand St. 30 Church St. 605 Third St.
CHICAGO 11 NEW YORK CITY 7 SAN FRANCISCO 7
Phone: Superior 7-7180 Phone: 508ter 1-3461
REctor 2-1580



AMERICAN WAREHOUSEMEN'S ASSOCIATION

ST. PAUL, MINN.

MIDWAY TERMINAL WAREHOUSE CO.

2295 University Avenue, St. Paul 14, Minn.

OUTSTANDING WAREHOUSE SERVICE



ST. PAUL TERMINAL WAREHOUSE CO.

425 E. 8th St., St. Paul 1, Minn.



KANSAS CITY, MO.

8 VALUABLE FREIGHT HANDLING, DISTRIBUTION & WAREHOUSING SERVICES!

1. General transfer.
2. Local pick-ups and deliveries.
3. Heavy hauling.
4. Car loading, unloading, forwarding.
5. Pool car distribution.
6. Freight forwarding and distribution.
7. Merchandise warehousing.
8. New furniture warehousing.

62 Years' Experience—Established 1898

ADAMS TRANSFER & STORAGE CO.

228-236 W. 4th St.

"Surrounded by the Wholesale District"
All Phones: Victor 2-0225 Kansas City, Mo.



KANSAS CITY, MO.

WAREHOUSING BONDED • LOW INSURANCE POOL CAR DISTRIBUTION • RAILROAD SIDINGS Victor 2-3876

BELGER WAREHOUSE CO.

417 GRAND

KANSAS CITY, MO.

MERCHANDISE WAREHOUSING and DISTRIBUTING BRANCH HOUSE FOR FACTORIES POOL CAR DISTRIBUTION



80th YEAR "The Symbol of Service"

CENTRAL STORAGE COMPANY has been serving distributors of merchandise (since 1880) longer than any other public merchandise warehouse in Missouri. There is no real substitute for experience. Our methods are standing the test of time and practical usage. New methods and equipment are being employed and still newer ones will be adopted as their use becomes practical in better serving our customers.

Tel.: VICTOR 2-3268

CENTRAL STORAGE COMPANY

1422 ST. LOUIS AVENUE (West 10th St.)
KANSAS CITY 1, MISSOURI



Represented by DISTRIBUTION SERVICE, INC.
New York—Chicago—San Francisco

KANSAS CITY

3 Chiecy Located Warehouses
give you finest Warehousing, Distributing
facilities in the booming Kansas City area



Brokers Bldg.
1104 Union Ave.



Terminal Bldg.
1209 Union Ave.



Security Bldg.
1405 St. Louis Ave.

3 warehouses offering these A-plus advantages:

- | | |
|---------------------------|--------------------|
| Modern Facilities | Cooler Rooms |
| Responsible Management | Storage in Transit |
| Spacious Switch Tracks | Office Space |
| Ample Truck Loading Doors | Display Rooms |
| Fleet of Motor Trucks | Financing |

OFFERING COMPLETE BRANCH HOUSE FACILITIES:
Receiving/Storing/Weighing/Marking/Reconditioning/Car Distribution/
Freight Prepayment/Shipping/C.O.D./Sight Drafts/Inventories

Crooks Terminal Warehouses, Inc.

1104 UNION AVE., KANSAS CITY 1

Chicago 7—433 W. Madison St. New York 17—51 E. 42nd St.
Associated with Overland Terminal Warehouse Co.
1807 E. Olympic Blvd., Los Angeles 21

KANSAS CITY, MO.

Phone: 50uth 1-5516

FAIRFAX STORAGE COMPANY

301 High Grove Road, Grandview, Mo. 3 1/2 miles from city limits of Kansas City

Offering You These Outstanding Advantages

- Located in the suburbs, no traffic congestion
- Concrete block construction, 16' fire resistant ceiling
- 100,000 sq. ft. under one roof, more space available when required
- Fully sprinkled (wet system), dry-heated, exceptionally low insurance rates
- Fully mechanized, sliding connected directly with main line
- Docks accommodate trucks of all sizes

KANSAS CITY, MO.

For Good Warehousing in Kansas City

Call **G-K** Warehouses, Inc.

Complete Bonded Service with Extensive Facilities
Kansas Ave. and Railroad St., Kansas City 5, Kansas
Represented by Affiliated Warehouse Companies

KANSAS CITY, MO.

Teletype: KC-248 Telephone: Victor 2-0707

MERCHANDISE WAREHOUSING

We own 400,000 sq. ft. of space

Sprinklered Building

Central Alarm System

Pool Car Distribution

Branch Office Facilities

Cooler Space—Controlled Humidity

OWN AND OPERATE OUR OWN CARTAGE COMPANY

JACOBS WAREHOUSE CO., INC.

Executive Offices:
1328-30 W. 12th St.

Kansas City 1, Mo.

Kansas City, Mo.

KANSAS CITY TERMINAL WAREHOUSE CO.

STORAGE AND DISTRIBUTION

500,000 SQUARE FEET...

AMPLE COVERED TRUCK DOCKS

ST. LOUIS AVE. & MULBERRY ST.

KANSAS CITY, MO.

COMPLETE WAREHOUSE FACILITIES

for the proper Storage
and Distribution of your
Merchandise in the Kansas City trade area.

POOL CAR DISTRIBUTION

We invite your Inquiries

*Represented by

CHICAGO 8
20 E. Jackson Blvd.
WA 2-3567

ALLIED DISTRIBUTION, INC.
NEW YORK 18
11 WEST 42nd ST.
Penn. 6-0967

MIDWEST TERMINAL WAREHOUSE CO.

2020-30 Walnut Street, Kansas City 8, Mo.

Owned and Operated by the ST. LOUIS TERMINAL WAREHOUSE CO., ST. LOUIS, MO.

ST. LOUIS, MO.

CHESTNUT 1-8394

KEYSTONE WAREHOUSING CO.

1025 SPRUCE ST.

Represented By
Affiliated WAREHOUSE COMPANIES

105 W. Madison St., Chicago 2
ST 2-3180

36 W. 44th Street
New York 36
MU 2-6927

MERCHANDISE STORAGE

ALL FACILITIES FOR
COMPLETE SERVICE

In the St. Louis Marketing Area

you'll find Space with Service

at S. N. Long Warehouse

IN THE CENTER OF THE
BOOMING MIDWEST TRADING AREA



- Long-time employees
- Long-time accounts
- Long-time know-how



It all adds up to...Business Making Service

S. N. LONG WAREHOUSE

GENERAL OFFICES: 828 Gratiot St., St. Louis 2, Missouri
ST. LOUIS...The City Surrounded by the United States

LONGEST ESTABLISHED MERCHANDISE WAREHOUSE IN ST. LOUIS
UNDER CONTINUOUS AND IDENTICAL OPERATION

ST. LOUIS, MO.

Central 1-9535

Madison Street Terminal Warehouse Corp.

2000-2028 North Main Street

- Complete Warehouse Service
- Single and Multiple Floor Facilities
- F. M. Insured
- 600,000 Legal Liability
- Member—A.W.A.
- Burglar & Sprinkler protection

"Compare Service—Cost and Facilities"

ST. LOUIS, MO.

Merchandise Storage and Distribution

RUTGER STREET WAREHOUSE, INC.

Track Connections with All
Rail and River Lines

Offices: Member

MAIN & RUTGER STS., ST. LOUIS 4

A.D.T. Burglar & Sprinkler Alarms

200,000 Sq. Feet of Space

BONDED

Low Insurance

RAndolph 6-4457



ST. LOUIS, MO.

TYLER WAREHOUSE & COLD STORAGE CO.

Div. Madison Street Terminal Warehouse Corp.

200-215 Dickson Street

Established 1912

Equipped with Patented Automatic temperature and
humidity controls. Complete Warehousing Services.

Member of AWA

and Firms are Arranged Alphabetically

ST. LOUIS, MO.



"Serving industry for more than 30 years"

OVER 1,000,000 Sq. Ft. of WAREHOUSE Space

Located right in the midst of business

Plus FAST and EFFICIENT DISTRIBUTION in the ST. LOUIS AREA

Call Us Collect for Rates and Information

Complete Facilities



Pool car distribution
Reforwarding storage in transit
A.D.T. Alarms and sprinkler systems
Traffic and legal depts. Bonded employees

ST. LOUIS TERMINAL WAREHOUSE CO.

General Offices • 826 Clark Ave. • St. Louis 2, Mo. • Main 1-4927



CHICAGO OFFICE 53 West Jackson Boulevard (4) Harrison 7-3686
NEW YORK OFFICE 250 Park Avenue (17) YUkon 6-7722

Member AMERICAN WAREHOUSEMEN'S ASSOCIATION

ST. LOUIS, MO.

PROSPECT 2-2675 & PROSPECT 6-3850

WAREHOUSING CORPORATION

of Missouri, Inc. ST. LOUIS 10, MO.

General Merchandise

Complete Warehouse Service, 200,000 square feet space. Pool Car Distributing and Forwarding Service. A D T Burglar and Sprinkler Alarms. Bonded. Served by Missouri Pacific & Frisco RR. Available fleet of Modern Trucks, ample car loading sidings. Large Covered Truck Dock.

SPRINGFIELD, MO.

Agent: ALLIED VAN LINES, Inc.

GENERAL WAREHOUSE CORP.

601 N. National Ave., Springfield, Mo. Phone: University 4-1855-TWX-50-8585

MERCHANDISE AND HOUSEHOLD GOODS STORAGE

POOL CAR DISTRIBUTION

We specialize in Transit Storage

Member AWA, NFWA, MOWA, ACW

Chicago Office 53 W. Jackson (4) Harrison 7-3688 New York Office 250 Park Ave. (17) YUkon 6-7722

OMAHA, NEBR.

FORD

STORAGE & MOVING COMPANY

1024 Dodge Street Omaha 2, Nebraska
Omaha's most modern, centrally located warehouse. Fireproof construction—fully sprinklered—Low insurance. Sidings on I.C. R.R. and U.P. R.R. U. S. Customs Bond. General Merchandise—Cooler Storage—Household Goods Storage. Also operates modern facilities in Council Bluffs, Iowa. Our own fleet of trucks for quick deliveries.
Member of N. F. W. A. and A. W. A.

Represented by Allied Distribution Inc.

Chicago 4
20 E. Jackson Blvd.
WA 2-3567

New York 36
11 W. 42nd St.
PE 6-0967

OMAHA, NEBR.

GORDON STORAGE WAREHOUSES, INC.

"Satisfactory Service Since 1887"

Ag't. Allied Van Lines, Inc.

Modern sprinklered whse. on trackage
Mdse. Stge. & complete Dist. service
Member of A.W.A. & N.F.W.A.

1201 Jones St.

JA: 3032

LINCOLN, NEBR.

IN NEBRASKA—CENTER OF THE GREAT WESTERN HEARTLAND

LINCOLN and GRAND ISLAND

MAY BE YOUR BEST DISTRIBUTOR POINTS

WHY NOT CHECK?

WRITE, WIRE OR CALL TODAY

MERCHANDISE STORAGE

**POOL CAR DISTRIBUTION
EXCELLENT "IN TRANSIT" POINT
FLEET OF 40 TRUCKS**

**ALSO
HHC MOVING
RIGGING & HEAVY
HAULING**

SULLIVANS

ESTABLISHED 1909

MEMBER: AWA, MOWA
ALLIED DISTRIBUTION

301 N. 8TH ST.
LINCOLN, NEBR.

311 West 4th St.
Grand Island, Nebr.

OMAHA, NEBR.

William A. Watts, V. P. & Gen. Mgr.

OMAHA CENTRAL WAREHOUSE CO.

801 So. 15th St., Omaha, Nebr., Jackson 4269

Merchandise storage, pool car distribution, local delivery service, Central location, Experienced personnel, Ample truck docks & two R. R. Sidings, 160,000 sq. ft. heated warehouse space, 5000 sq. ft. of office & display space, ADT sprinkler & burglary system throughout. Low ins. rates.

ELKO, NEV.

TAX FREE STORAGE

ON CARLOAD TRANSIT STORAGE

NEVADA FREEPORT STORAGE CO.

Box 769, Elko, Nev.

Telephone: REpublic 8-3333

MANCHESTER, N. H.

New Hampshire's Largest Warehouse
(Privately and State Bonded)

McLANE & TAYLOR CORP.

Serving a fast-growing, year 'round marketing area.
General Merchandise—STORAGE—Household Goods
Freezer and Cooler Space.

Pool Car Distribution—Storage in Transit.

Private Siding—Boston & Maine Railroad.

Offices: 624 Willow St. Tel. NA 3-3526 and NA 3-3527

BAYONNE, N. J.

LEHIGH TANK TERMINAL

Ingham Ave. & 2nd St., Bayonne, N. J.
HEmlock 6-5000

Facilities: — 4,000,000 gallon tank storage capacity. Warehouse and drumming facilities.

Track Connection: — Served by Jersey Central Railroad private siding. Up to 16 tank cars — 8 cars loaded simultaneously. Tank truck loading facilities. Private truck scale.

BAYONNE, N. J.

Phone: ELizabeth 2-2305

WHEELING

Warehousing and Distribution

Fast and efficient service with own fleet of Modern Trucks
Private siding on CRR of NJ. 100% Palletized Operation.
A.D.T. Burglar Alarm.

Wheeling Transportation, Inc.
Foot of Pier St. Bayonne, N. J.



CAMDEN, N. J.

Camden phone: EM 5-6208 Phila. phone: MA 7-2773

EAVENSON & LEVERING

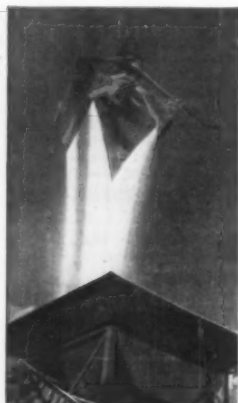
DIVISION OF MACK WAREHOUSE CORPORATION

3rd & Jackson Streets Camden, New Jersey

WAREHOUSING DISTRIBUTION

- 400,000 Sq Ft of ideal storage space
- Storage-in-transit
- Export Packaging
- PRSL Siding with 15 car capacity
- Ample truck docks
- Experienced, well-equipped personnel
- Pool car distribution

Other facilities in Philadelphia with an area of 740,000 square feet



DISPATCH!

Any kind of dry cargo gets in, gets out fast at Camden Marine.

Over a million square feet of storage space, covered and open. Marginal slip operation for speed, efficiency. A pioneer in modern mechanization. Direct rail connection with two major railroads. Trucking over modern turnpikes.

Camden Marine's location gives you 50 million people within a 300-mile radius. Your best gateway to the industrial East! Write for free folder.

CAMDEN MARINE TERMINALS

Operated by
South Jersey Port Commission
P.O. Box 129, Camden 1, N.J.
J. L. Candlish, General Manager

ELIZABETH, N. J.

Phone: ELizabeth 4-5050

WHEELING

Warehousing and Distribution

Fast and efficient service with own fleet of Modern Trucks
100% Palletized Operation—A.D.T. Burglar Alarm

Wheeling Transportation, Inc.
421 Hatfield Ave. (on Route 1) Elizabeth, N. J.



HILLSIDE, N. J.

Phone: ELizabeth 2-2305

WHEELING

Warehousing and Distribution

Fast and efficient service with own fleet of Modern Trucks
Private siding on L.V.R.R. 100% Palletized Operation.
A.D.T. Burglar Alarm.

Wheeling Transportation, Inc.
1235 Central Ave. Hillside, N. J.



JERSEY CITY, N. J.

J. LEO COOKE WAREHOUSE CORP.

140 BAY STREET, JERSEY CITY 2, N. J.
Telephone: New York—WHitehall 3-5090 New Jersey—OLdfield 3-5000 TWX: JC-112
J. Leo Cooke, President Frank E. Kearney, Vice-President, Sales
Established 1948. Investment over \$250,000
FACILITIES: 500,000 sq. ft. misc. storage space in rain, concrete and steel buildings. Floor load 250 lbs. and up. Private siding, Penn RR to 2nd & Henderson Sts. Also Erie Whse. 12th and Prevost Sts. Unit building floor load unlimited. Private siding Erie RR to 12th and Coles Sts. Ample covered truck docks.
SERVICE FEATURES: Local and over-the-road trucking. Misc. pool car distribution. storage-in-transit, branch office space, specialized services, power equipment.
Eastern Rep.: North Pier Terminal Co., Chicago.
ASSOCIATIONS: Amer. Whsemen's Assn., Canadian Whsemen's Assn.

JERSEY CITY, N. J.

Oldfield 3-3360 REstor 2-2345 TItle: JCY 1008

LACKAWANNA WAREHOUSE CO., INC.

629 Grove St., Jersey City 2, N. J.

Facilities:—1,182,000 sq. ft. Multiple story building, reinf. concrete and steel. Frpt. sprinklered. ADT Burglary and Holdup protection. Ins.—9.7¢ per \$100.
Truck Connections:—Lackawanna RR. Cap. 52 cars. Storage-in-Transit. Carriage:—Truck connections to all areas. 54 tk cap. Sheppard deck. Class of Business:—G.M. Pool Car Dist. U. S. Customs Bonded. Facilities for hazardous commodities. Modern Materials Handling Equipment. Member:—AWA, NJMWA, WA of PNY, NJMTA.

LINDEN, N. J.

Phone: HU 6-2860-1-2-3
Direct Line From New York—WOrth 4-7266

LINDEN MOTOR FREIGHT CO., INC. WAREHOUSE

2020 So. Stiles St., Linden, N. J.
15 Miles to New York City

100,000 sq. ft. of Warehouse Space, 1 floor, high ceiling, C.R.R. Siding, 4 cars under cover. 10-ton overhead crane, unlimited floor weight. Fleet of trailers available for distribution. Short or long term leases. Completely palletized.

NEWARK, N. J.

FEDERAL WAREHOUSES

MAIN OFFICES: 155 WASHINGTON STREET, NEWARK, N. J. — Mitchell 3-2222

PERSONALIZED WAREHOUSING & DISTRIBUTION FOR OVER 25 YEARS

FACILITIES—3,000,000 square feet, modern platform loading, reinf. concrete and steel bldgs. Accounts segregated. Sprinklered, heated, A.D.T. supervised. rail sidings—Penn. R.R., C.R.R. of N.J., Susquehanna R.R.
SERVICES—General merchandise stored, distributed. Offices and showrooms space, pool car, storage in transit, customer service, credit, packing, overseas shipping and receiving, private vaults, temperature controlled space.
SERVING AMERICA'S FINEST FIRMS IN THE EASTERN MARKET

NEWARK, N. J.

Bigelow 3-7200 REstor 2-3338 TItle: NK 1078

LEHIGH WAREHOUSE & TRANSPORTATION CO., NEWARK

98-108 Frelinghuysen Ave., Newark, N. J.

Facilities:—228,000 sq. ft. Multiple story building, reinf. concrete and steel. Frpt. sprinklered. ADT Burglary and Holdup protection. Ins. 5¢ per \$100. Truck Connection:—LVRR. Reel switch PRR. Cap. 15 cars. Sigs in Transit. Class of Business:—G.M. Pool car dist. U. S. Customs Bonded. Carriage: Lehigh Transportation Co. serving NY and NJ Metropolitan Area. Modern Materials Handling Equipment. Member:—AWA, NJMWA, WA of PNY, NJMTA.

PATERSON, N. J.

Our 41st Year

N. J. Phone: SHerwood 2-5967, 8-9
N. Y. Phone: CHelsea 2-4488

COMMERCIAL WAREHOUSES

90 Grove St. Paterson 17, N. J.
Merchandise Warehousing and Distribution. Centrally Located for New York, New Jersey and Beyond. Away from Congested Areas—Adjacent to All Main Highway Arteries. Private Sidings Erie RR & D.L.&W.

PORT NEWARK, N. J.

Phone: Mitchell 3-7049

WHEELING Warehousing and Distribution

Fast and efficient service with own fleet of Modern Trucks
20-car siding on P.R.R., L.V. & J.C.R.R.—Storage in Transit
100% Palletized Operation—A.D.T. Burglar Alarm.

Wheeling Transportation, Inc.
Port Street Port Newark, N. J.



TRENTON, N. J.

ESTABLISHED 1919

ANCHOR WAREHOUSE COMPANY

P. O. BOX 793, TRENTON, N. J. JUniper 7-8600

TWX: Mercerville, N. J., 8580

Distribution & Warehousing

Covering New York & Delaware Valley Areas
Represented by: Affiliated Warehouse Companies, Chicago & New York

TRENTON, N. J.

In heart of Delaware Valley, U.S.A.

DELAWARE VALLEY WAREHOUSE CO.

EAST STATE ST. & ROBERTS AVE., TRENTON, N. J.

230,000 sq. ft. of modern single-level industrial storage space. A.D.T. sprinkler & burglar protection. Fully mechanized and palletized. On P.R.R. main line, N.Y. to Phila. 3 sidings (25 cars); 20 truck placements. Handy to N.J. & Pa. Turnpikes, other major highways. Tel. Juniper 7-5265.



and Firms are Arranged Alphabetically

BROOKLYN, N. Y.

DOCK WAREHOUSING AND BOTTLING CENTER, INC.

Pier 41, Foot of Van Dyke St., Brooklyn, N. Y.

MAIs 4-7200

V. L. Kivlan, Manager

Facilities:—150,000 sq. ft. Multiple story building, sprinklered. Light-
erage facilities.

Class of Business:—Export and import merchandise.

Licensed Coffee and Sugar Exchange. Modern materials handling
equipment.

BROOKLYN, N. Y.

CENTRALLY LOCATED

Member of A.W.A.

EMPIRE STATE WAREHOUSES COMPANY

390-98 NOSTRAND AVENUE • BROOKLYN 16, N. Y.

FIREPROOF WAREHOUSES

STORAGE OF GENERAL MERCHANDISE

18 GIANT FLOORS 200,000 FT. OF SPACE

MODERN LOADING AND UNLOADING FACILITIES

PRIVATE VAULTS FOR LIQUORS

COOLER AND TEMPERATURE CONTROL SPACE AVAILABLE

BUFFALO, N. Y.

FOR WORRY-FREE MOVING & STORAGE



AMERICAN'S 3 WAREHOUSES BUFFALO, N. Y.

AMERICAN HOUSEHOLD STORAGE COMPANY



BUFFALO, N. Y.

Telephone: Victoria 2411

BUFFALO MERCHANDISE WAREHOUSES, INC.

STORAGE AND DISTRIBUTION

NYC Siding. Reciprocal switching

Members: American Chain of Warehouses, Inc.

New York and Chicago

American Warehousemen's Assn., Chicago

General Offices: 261 GREAT ARROW AVE., Buffalo 7

BUFFALO, N. Y.

Gateway to National Distribution

THE KEYSTONE WAREHOUSE CO. (MDSE)

401 Ohio St., P.O. Box 3002

Phone MA 8860

Pres.: W. B. McKinney. VP: E. C. Thomson.

Established 1903

Invest \$1,100,000. PB. WHSES: masonry &
steel. Sprinklered TSAs: 150,000 sq. ft. One
story. ADT. Priv. siding BCK DL&W. 25-car
cap. Consign shipments via any RR. Free
reciprocal switching. Assoc: AWAM. NYSWA.

BUFFALO, N. Y.

DEPENDABLE SERVICE SINCE 1901

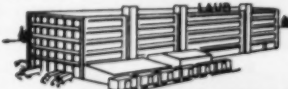
Knowlton Warehouse, Inc.

32 Mississippi Street, Buffalo 3, N. Y.

MERCHANDISE STORAGE AND DISTRIBUTION
MODERN BUILDINGS—PRIVATE SIDING

BUFFALO'S modern warehouse...

- 300,000 sq. ft. — heated
and sprinklered
- 12 car, Erie RR reciprocal
switch
- 16 large truck docks —
ample parking space
- fireproof, reinforced con-
crete construction



LAUB WAREHOUSE

1051 Clinton St. • Buffalo 6, N. Y.
MAdison 3703

BUFFALO, N. Y.

Private Sidings
NKP and Erie RRs

LEDERER TERMINALS



... HAVE SOMETHING IN STORE for you ...
NIAGARA FRONTIER FOOD TERMINAL, BUFFALO

BUFFALO, N. Y.

WILSON Warehouse Incorporated

General Offices: 290 Larkin St., Buffalo 10

MERCHANDISE STORAGE

Storage in Transit and Pool Car Distribution

FIREPROOF BUILDINGS

LOW INSURANCE RATE

N. Y. CENTRAL SIDING

BRANCH OFFICE FACILITIES



DEER PARK, L. I., N. Y.

90,000 Sq. Ft. — Sprinklered

Daily Distribution in

Metropolitan N. Y.,

8 Counties in N. J.,

and all

Long Island.



7 Car R.R. Siding — 40 Bay Truck Terminal

PINTER WAREHOUSE, Inc.

Carl's Path, Deer Park, L. I., N. Y.—DEer Park 2-4121

Direct Wire From N. Y. C. HOllis 4-9798



HORSEHEADS, N. Y.

LEHIGH-HORSEHEADS WAREHOUSE CORP.

Horseheads Industrial Center, Horseheads, N. Y.

ELmira 9-3856

T. R. Clark, Manager

Facilities:—1,800,000 sq. ft. Modern one-story buildings, older block con-
struction, sprinklered.
Trunk Connections:—Served by 4 railroads—Lahigh Valley, DL&W, Erie,
Pennsylvania. Ideal transit point for Eastbound and Westbound. Ample rail
sidings and truck docks. Industrial and warehouse rental available.

FOR FRIENDLY SERVICE CALL . . .

Affiliated WAREHOUSE COMPANIES

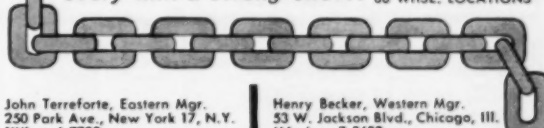
36 West 44th St., NEW YORK 36

Mu 2-8927 • Robert J. Lamneck

AMERICAN CHAIN OF WAREHOUSES, INC.

every link a strong one . . .

FREE DIRECTORY OF
80 WHSE. LOCATIONS



John Terreforte, Eastern Mgr.
250 Park Ave., New York 17, N. Y.
YUkon 6-7722

Henry Becker, Western Mgr.
53 W. Jackson Blvd., Chicago, Ill.
HArrison 7-3688

NEW YORK, N. Y.

Cable Address: BOWLINGYAN

BOWLING GREEN

STORAGE AND VAN COMPANY
NEW YORK CITY



House to house moving round the World
of Household Effects and Art Objects in
Steel and Wood Lift Vans. Safety for
Foreign Shipments.



NEW YORK, N. Y.

THE SEVEN SANTINI BROS. INC.

MOVING • STORAGE • EXPORT PACKING

To and From Everywhere

447 WEST 49TH ST. • NEW YORK 19, N. Y.

COlumbus 5-4680



NEW YORK, N. Y. MANUFACTURERS! WHOLESALE!

ELdorado 5-3200 TRAFFIC MANAGERS!

9 CHELSEA WAREHOUSES

NEW YORK, WESTCHESTER,
LONG ISLAND and NEW JERSEY

WAREHOUSING • PACKING
SHIPPING • TRUCKING • Local Agent ALLIED VAN LINES

MAIN OFFICE 241 WEST 64th ST., NEW YORK

ROCHESTER, N. Y.

George M. Clancy Carting Co., Inc.

Storage Warehouse
Main St., East of Circle St., Rochester 7
General Merchandising Storage—Distribution
Pool Car Distributed—Reshipped
U. S. Custom Bonded—Storage—Drayage
Household Goods Moved—Stored—Shipped
Direct R.R. Siding N. Y. Central in the Center of Rochester

SYRACUSE, N. Y. 200,000 SQUARE FEET

GREAT NORTHERN WAREHOUSES, INC.

Every Modern Warehousing Service

for

Merchandise and Household Goods

2 Private Rail Sidings

Daily, Store Door, Motor Freight Service To All New York State Points
Member: American Chain Of Warehouses

SYRACUSE, N. Y.

DISTRIBUTION
MOTOR FREIGHT LINES
PRIVATE RAIL SIDINGS

KING



STORAGE WAREHOUSE INC.
SINCE 1897
ERIE BLVD. AT SO. WEST ST., SYRACUSE 1
COMPLETE MERCHANDISE AND HOUSEHOLD GOODS STORAGE
SERVICES

Represented by
DISTRIBUTION SERVICE, INC. Members
A.W.A.—N.F.W.A.—A.V.L.—N.Y.S.W.A.

SYRACUSE, N. Y.

PAUL-JEFFREY CO.

"Syracuse's Most
Modern Warehouse"
One Floor Operation

Concrete and Steel
Construction
648,000 Cu. Ft.

5 Car Private
N. Y. Central Siding

112 Baker Street

Tel. Howard 3-3371

"Service Is Our Most Important Product"

6 Truck Dock

Lowest Insurance Rates

Pool Car Distribution

Store Door Delivery

Sprinklered & Armour
Burglar System

Modern Office Space

WHITE PLAINS, N. Y.

J. H. EVANS & SONS, INC.

Office & Warehouse: 107-121 Brookfield St.

Household Goods Moving, Storage, Packing,
Shipping. Prompt service for any point in
Westchester County.

Member N.Y.F.W.A.—N.F.W.A.

CHARLOTTE, N. C.

Established 1908

AMERICAN STORAGE & WAREHOUSE CO., INC. CHARLOTTE 1, N. C.

Office and Warehouse, 926 Tuckaseegee Road
MERCHANDISE STORAGE ONLY, POOL CAR DISTRIBUTED
MOTOR TRUCK SERVICE LOCAL AND DISTANCE
PRIVATE RAILROAD SIDING, SPRINKLERED

CHARLOTTE, N. C.

Telephone: KEdison 2-9671

DIXIE CARTAGE & WAREHOUSING CO.

2322 No. Tryon St., Charlotte 1, No. Car.

MERCHANDISE STORAGE

Concrete & steel building, 20,000 sq. ft.
Sprinklered, automatic fire alarm. Unlimited
floor load. Private siding Southern Railway.
Distribution of Merchandise pool Cars.
Member of SEW&MA

RALEIGH, N. C.

Ph: TE 4-0787

Est. 1919

CAROLINA STORAGE & DISTRIBUTING COMPANY

MERCHANDISE STORAGE—POOL CAR DISTRIBUTION
TRUCKING SERVICE—Local and Long Distance

Represented by American Chain of Warehouses
NEW YORK, N. Y. CHICAGO, ILL.
250 PARK AVE. 53 W. JACKSON BLVD.
YUkon 6-7722 HArrison 7-3688
Member: A.W.A.—ATA—NCMA—LCNC—SEW&MA—SoMC

RALEIGH, N. C.



SPRINKLERED • LOW INSURANCE RATES • PRIVATE SIDING
OVER 2,000,000 CU. FT. SPACE

RALEIGH BONDED WAREHOUSE, INC.
Downtown Boulevard Raleigh, North Carolina

FARGO, N. D.

Union Storage & Transfer Company FARGO, N. DAK.



General Storage—Cold Storage—Household Goods
Established 1906

Three warehouse units, total area 188,500 sq. ft.; of this 38,500 sq. ft.
devoted to cold storage. Two buildings sprinkler equipped. Low insur-
ance costs. Spot stocks, pool car distribution. Complete warehouse
services. Fargo serves North Dakota and Northwestern Minnesota.

Offices 806-10 North Pacific Ave. AWA-NFWA-MNWWA-ACW-AVL

IN AKRON IT'S THE

COTTER MERCHANDISE STORAGE COMPANY

133 East Center Street P. O. Box 808
Akron 9, Ohio Phone Franklin 6-3136

Warehouse facilities: Six buildings allow space for all
types of storage. Our own trucks give prompt delivery.
An experienced staff backed by 78 years experience.



Represented by
CHICAGO 4
824 S. MICHIGAN AVE
WA bukh 2-3567



NEW YORK 36
11 WEST 41RD ST
PE ex 6-0947

CINCINNATI

Every Modern Advantage

Over 9,000,000 Cubic Feet
33 Car Switch in Building
65 Loading Docks
Pool Car Distribution
Long Distance Truck Terminals

GENERAL MERCHANDISE, FREEZER STORAGE

Quick Blast Freezing
Under Cover Protection
U. S. Customs and
General Liquor
Storage

Mechanized Efficiency
Strictly Fireproof
ADT Protection
Low Insurance Rates



CINCINNATI TERMINAL WAREHOUSES INC.

LEASEHOLD, OFFICE, WAREHOUSE AND DISPLAY SPACE

49 Central Ave. - CINCINNATI 2, OHIO - Parkway 1-8070

MEMBER AWA-DWA-NRRW

and Firms are Arranged Alphabetically

CLEVELAND, OHIO

May We Serve You?

ASSEMBLY DISTRIBUTION SERVICE, INC.

1280 East 38th Street
Cleveland 14, Ohio

P. O. Box 5310
EXpress 1-4970

Re-packing Specialists

Storage

Pool Distribution

CLEVELAND, OHIO

Member of A.W.A.—O.W.A.

WATER, RAIL AND
TRUCK FACILITIES

LEDERER TERMINALS

Offices: FOOT OF E. 9th ST.



CLEVELAND, OHIO

NATIONAL TERMINALS CORPORATION

1200 West Ninth Street, Cleveland 13, Ohio

Four Modern Warehouses in Downtown Section

General Storage, Cold Storage. Office space and Stevedoring
at our waterfront docks

CLEVELAND, OHIO

NEAL-CALDWELL

Quality Merchandise Storage Services

CLEVELAND

TAMPA

7119 Carnegie Ave.
EN 1-2828

209 So. Franklin St.
Phone 2-2796

COLUMBUS, OHIO

ONE OF CENTRAL OHIO'S LARGEST WAREHOUSES



- Pool Car Distribution
- Fast, economical local delivery service
- Low insurance rate
- Centrally located

100,000 SQ. FT.
IDEAL STORAGE
SPACE



CENTRAL OHIO WAREHOUSE COMPANY

412 MCCOY ST. • COLUMBUS 3, OHIO • CA 8-3571 • TWX CL-264

COLUMBUS, OHIO

COLUMBUS TERMINAL WAREHOUSE CO.

119 East Goodale St.

Columbus 8, Ohio



Modern warehouse and storage facilities.
A.D.T. System. Private double track siding.
Free switching from all railroads.

Represented by Allied Distribution, Inc.

Chicago 4
20 E. Jackson Blvd
WA 2-3567

New York 38
11 W. 42nd St.
PE 6-0067



COLUMBUS, OHIO

THE MERCHANDISE WAREHOUSE CO.

370 W. Broad St., Columbus 22

Complete service for

MERCHANDISE STORAGE and DISTRIBUTION

Private Siding NYC RR

14 Car Capacity

Pool Car Distribution

A.D.T. Service

Centrally Located

Modern Facilities

Members A.C.W.—O.W.A.—A.W.A.



COLUMBUS, OHIO

NEW ONE FLOOR BUILDING—LOW INSURANCE RATES
Represented by Affiliated Warehouse Companies



OHIO
WAREHOUSES, INC.
1177 JOYCE AVE., COLUMBUS 19, OHIO

MERCHANDISE WAREHOUSING ... POOL CAR DISTRIBUTION IN DAYTON AREA

135,000 square feet of sprinklered space A. D. T. protected
• 10 car private rail sidings, free switching to all railroads
• Ample truck docks • City Deliveries • Transit storage •
Modern mechanized equipment • Every shipment photo-
graphed • Prompt reports • Leased space available.

Phone Baldwin 6-1696

Teletype DT 354



Affiliated WAREHOUSE COMPANIES
105 W. Madison St., 24 W. 42nd Street
Chicago 3 New York 38
ST 3-5180 MU 7-4937



DW

DAYTON WAREHOUSES, INC.

101 Bainbridge St.
Dayton 2, Ohio

DAYTON, OHIO

Established 1903

THE UNION STORAGE CO.

10 So. Conover St.

Baldwin 6-1871

Merchandise Storage and Distribution

Represented by DISTRIBUTION SERVICE, INC.

TOLEDO, OHIO



FOR EFFICIENT STORAGE AND
DISTRIBUTION IN DETROIT, TOLEDO
AND FORT WAYNE, IT'S ...

EDGAR'S WAREHOUSES

1925 HOWARD ST. • DETROIT 16 • TA 5-0008

TOLEDO, OHIO

LARGEST MODERN PUBLIC GENERAL MERCHANDISE
AND COLD STORAGE WAREHOUSE IN TOLEDO AND
NORTHWESTERN OHIO. CAPACITY 4,500,000 CU. FT.
FOUR PRIVATE SIDINGS—NYC AND B&O RR'S.
COMPLETE WAREHOUSING SERVICE.

GREAT LAKES WAREHOUSE CO.

321-359 MORRIS ST.

TOLEDO 4, OHIO

TOLEDO, OHIO

Teletype No. TO 749

Member of AWA

MERCHANTS AND MANUFACTURERS WAREHOUSE CO.

Office and Main Warehouse: 15-29 So. Ontario St., Toledo 3



CENTER OF JOBBING DISTRICT

Sprinklered Buildings—100,000 square feet Dry Storage—
70,000 cubic feet Cool Storage—Private Siding—Nickel Plate
Road. Free Switching. Merchandise Storage—Pool Car Dis-
tribution—Negotiable Receipts—Transit Storage Privileges—
Low Insurance Rate—City Delivery System.

TOLEDO, OHIO

'QUICK SHIPPERS'

TOLEDO TERMINAL WAREHOUSE, INC.

128-138 VANCE STREET, TOLEDO 2, OHIO

- Merchandise storage • Pool car distribution •
- Fireproof • Private siding Nickel Plate Road
- Free switching • Negotiable receipts •
- Transit storage arrangements • Motor truck
- service • Located in jobbing district.

Member of O.W.A.—Toledo C. of C.



YOUNGSTOWN, OHIO

Private Sidings
Erie and P.&L.E.

LEDERER TERMINALS




... HAVE SOMETHING IN STORE for you ...
West Commerce St.—North to Belmont Aves., Youngstown 3, O.

OKLAHOMA CITY, OKLA. Established 1889
O. K. TRANSFER & STORAGE CO.

GENERAL WAREHOUSING AND DISTRIBUTION

OKLAHOMA CITY, OKLA. EST. 1931
THE PUBLIC WAREHOUSE CO., Inc.
 General Offices 601 N. Miller—P.O. Box 1336
 Phone WI 6-1466—TWX #366
 120,000 Sq. Ft.
 Freezer & Cooler Facilities
 15-Car Siding 20-Truck Dock
 Pool Car Distribution



TULSA, OKLA.
TAX FREE
TRANSIT STORAGE
GENERAL WAREHOUSE CORP.
 10 N. CHEYENNE, TULSA, OKLA
 PHONE: GIBSON 7-4405 TWX: TU-1222
 H. J. McKITTERICK, Mgr.

IN PORTLAND, OREGON
...Since 1864
EXPERIENCED SHIPPERS
USE HOLMAN
 WAREHOUSING • DISTRIBUTION • TRUCKING
 48 S. E. HAWTHORNE BLVD.


IN PORTLAND • GET THE JOB DONE RIGHT WITH...

OREGON TRANSFER CO.
 • WAREHOUSING • TRUCKING • DISTRIBUTION
 3232 N.W. Industrial St.
 Portland 10, Oregon
 Phone CA 7-1281
 Represented by:
 Distribution Service, Inc.

PORTLAND, ORE. 41 years of RAPID Satisfaction
RAPID TRANSFER & STORAGE CO.
 907 N. W. IRVING ST. • PORTLAND, ORE.
 We are contract piggyback operators with transcontinental rail carriers
 DISTRIBUTION • STORAGE • LOCAL DRAYAGE
 MEMBER
 Associated Warehousemen, Inc. American Warehousemen's Association




IN PORTLAND, ORE.
IT'S...
Rudie Wilhelm
 1233 N. W. 12th AVENUE (9)
 CApitol 7-0561

ALLENTOWN, PA. Member A.W.A.
Hummel Warehouse Company, Inc.
 728-40 North 15th Street
 Complete Merchandise Storage and
 Pool Car Distribution
 Truck Service—P.U.C. and I.C.C. Certificates
 Private Siding—L.V.R.R.

BUTLER, PA. G. W. NICHOLAS, Pres. Est. 1902
O. H. Nicholas Transfer & Storage Co.
 324 So. McKean St.
 Merchandise and Household Goods
 Pool Car Distribution 3 Car Siding
 Parking and Crating Free Switching
 2 Warehouses 41,000 sq. ft.

ERIE, PA. ROY L. IRWIN, Pres. & Mgr. EST. 1906
ERIE STORAGE & CARTING CO. Inc.
 1901 MYRTLE ST. Dial GL 2-5687
 2 Warehouses — Sprinklered. Pool Car Distribution. Moving — Packing — Shipping — Storage.
 Erie's Oldest Storage Company Member: NFWA • PFWA • ALLIED • KIWANIS

ERIE, PA. MEMBER
ERIE WAREHOUSE CO.
 COMMERCIAL STORAGE AND
 POOL CAR DISTRIBUTION
 THROUGHOUT NORTHWESTERN
 PENNSYLVANIA & WESTERN N. Y.
 1258 W. 18TH ST. TEL. GLendale 4-5275


ERIE, PA. MEMBER
M.V. IRWIN MOVING AND STORAGE INC.
 OFFERS ERIE'S LARGEST AND MOST MODERN
 STORAGE AND WAREHOUSE FACILITIES
 DOORS ACCOMMODATE RAILROAD CARS, TRUCKS
 • TRANSPORTATION • POOL CAR DISTRIBUTION
 Phone: GLendale 5-4408


HARRISBURG, PA. INC. 1902
HARRISBURG STORAGE CO.
 120,000 SQ. FT.—SPRINKLERED—ADT PROTECTION
 LOW INSURANCE—POOL CAR AND POOL TRUCK
 DISTRIBUTION—STORAGE-IN-TRANSIT
 P.O. Box 306, Harrisburg, Pa.—TWX HB291
 Phone: CEdar 4-3033
 A "Natural" Center for Distribution
 Member—AMERICAN WAREHOUSEMEN'S ASSN.

HARRISBURG, PA. WESTERN WAREHOUSING CO.
HARRISBURG WAREHOUSE DIV.
 GENERAL MERCHANDISE STORAGE
 POOL CARS DISTRIBUTED
 BRICK BUILDING—LOW INSURANCE
 STORE DOOR DELIVERY ARRANGED FOR
 PENNA. R. R. SIDING
 OPERATING KEYSTONE WAREHOUSE

HARRISBURG, PA. Telephone Cedar 3-2161 P.O. Box 147 Lemoyne, Pa.
PENNSYLVANIA COMMERCIAL WAREHOUSE COMPANY
 1670 SOUTH CAMERON STREET
 GENERAL MERCHANDISE STORAGE
 PRR SIDING — POOL CAR DISTRIBUTION — STORAGE IN TRANSIT — PALLETIZED HANDLING — RAPID SHIPMENT OF ORDERS — ACCURATE RECORDS — PROMPT REPORTS

LANCASTER, PA.
LANCASTER STORAGE CO.
 342 N. Queen St.
 Merchandise and Household Goods Storage
 Crating—Domestic and Export, Carload Distribution
 Local, Long Distance Moving

Here's how storage at **MERCHANTS** builds your sales

Store your packaged merchandise at one of the 9 Philadelphia Merchants Warehouses and your profits will increase! Why? Because, due to the wide *diversification* of items we handle, pickups are made *almost daily* by distributors and over-the-road trucks. Result: faster turnover. Generous dock space, mechanized handling, and over 1,300,000 square feet of floor space assure you speed and efficiency. Other Merchants advantages: low insurance rates, modest rentals, direct connections with the Pennsylvania, Reading and B&O Railroads.

MERCHANTS WAREHOUSE COMPANY

10 Chestnut Street • Philadelphia 6, Pa.
WAlnut 5-8070

For 72 years—
Responsibility, Efficiency, Experience



**Public
warehousing is
profitable in**

PHILADELPHIA

Yes, we can prove to you that distribution through "Pennsylvania" is more flexible, efficient and economical than branch facilities. Here are 22 big, modern warehouses—strategically located to serve this key marketing area. Over 1,000,000 sq. ft. of free and bonded storage space; low insurance rates.

Workmen are careful and competent. Modern mechanized equipment moves the most difficult commodities safely and swiftly. Exceptional rail and highway facilities. One- to 10-ton trucks for fast store-door delivery. Write us today for full information about the money-saving advantages "Pennsylvania" offers you in Philadelphia.

REPRESENTATIVES:

J. W. Terreforte, 250 Park Ave., New York 17
Henry H. Becker, 53 W. Jackson Blvd., Chicago 4

PENNSYLVANIA WAREHOUSING & SAFE DEPOSIT CO.

303 Chestnut Street • Philadelphia 6, Pa. • Tel. WAlnut 5-3893



PHILADELPHIA, PA.

Member of A.W.A.—P.W.A.

COMMERCIAL WAREHOUSING CO.

Meadow and Wolf Sts. Philadelphia 48 DEWey 4-8000
Complete Storage and Distribution Service
Private Siding • Pool Car Distribution
Low Insurance Rates

PHILADELPHIA, PA.

WE OFFER COMPLETE SERVICES GENERAL STORAGE & WAREHOUSING

- Pool Car Distribution • Private Space & Office Service
- Storage in Transit • PRR Sidings Into Building

MELVILLE WAREHOUSE CO.

780 S. 52nd St., Phila. 43, Pa. GR 6-8400

TERMINAL WAREHOUSE CO.

81 Fairmount Ave. Phone MARKET 7-0160 Phila. 23, Pa.
Storage—Hauling—Pool Car Distribution—U. S. Customs Bonded—
Storage in Transit—Reading & PRR Sidings



Philadelphia's finest since 1904

Member American Warehousemen's Assn.—Distribution Service, Inc.

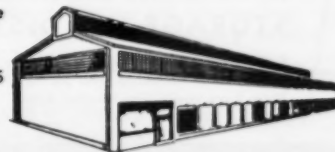
PITTSBURGH, PA.

For Personalized Warehousing

IN PITTSBURGH
CENTRALLY LOCATED

General Merchandise Storage

Distribution
Daily cartage within 75
mile radius
Pool car distributors
PRR 7 car siding
150,000 sq ft. One floor



M. MALLEY—GENL. MGR.

BEACON WAREHOUSE INC.

3011-39 SMALLMAN ST., PGH EXPRESS 1-3420

IN THE HEART OF PITTSBURGH

The city's most modern Warehouse

Plus CARTAGE SERVICE

within 125 miles of PITTSBURGH

into OHIO, WEST VIRGINIA and PENNSYLVANIA

Fully A.D.T. Protected and Holmes Electric

WHITE TERMINAL COMPANY

2525
Railroad Street

EXpress
1-1400

SCRANTON, PA.

Established 1926

MIFFLIN WAREHOUSE CO.

N. Washington Ave. & Pine St., Scranton 9, Pa.

MODERN WAREHOUSE SERVICE

New one story structure, completely sprinklered and fully
palletized.
Private siding Erie Railroad. Pool car distribution.
Experienced personnel.

SCRANTON, PA.

THE QUACKENBUSH WAREHOUSE CO.

100 W. Poplar Street, Scranton 9, Pa.

WAREHOUSING AND DISTRIBUTION since 1894

A. D. T. Protection

STORAGE-IN-TRANSIT • DL&W SIDING

NEWPORT, R. I.

Telephone: VI 7-1856



MANUEL BROTHERS, INC.

221 THIRD ST. NEWPORT, RHODE ISLAND

Household Goods Storage

6 Warehouses—Spur Track Accommodation. Local and Long Distance Moving. We specialize in preservative packaging for Army, Navy and Air Force requirements.

Agent for Aero Mayflower Transit Co.

CHARLESTON, S. C.

ALL DISTRIBUTION AND STORAGE SERVICES FOR GREATER CHARLESTON AND SOUTH CAROLINA

BERKELEY STORAGE COMPANY

PORT PARK, CHARLESTON, S. C.

P.O. Box 4414

Charleston Hgts., S. C.

Telephone: SH 4-4138

40,000 SQ. FT. • PRIVATE SIDING • SPRINKLER PROTECTED

Member: S.E.W. & M.A.

CHARLESTON, S.C.

Merchandise and Household Goods STORAGE and DISTRIBUTION

Modern Concrete Warehouse. 100,000 Square Feet of Storage Space. Private Tracks Connecting with All Railroad and Steamship Lines. Motor Truck Service. Low Insurance Rates.

CHARLESTON WAREHOUSE AND FORWARDING CORPORATION

16 HASSELL ST., CHARLESTON, S. C.

Telephone 2-2918

Member of A.C.W. - A.W.A. - May W.A.

COLUMBIA, S. C.

Est. 1928—32 Years of Reliable Service

The Ideal Spot for Distribution to the Southeastern States

CAROLINA BONDED STORAGE CO.

P. O. Box 1889, Columbia, So. Car.

Merchandise Storage and Distribution

Member of ASSOCIATED WAREHOUSES, Inc.

Chicago Office: 549 West Randolph St.

New York Office: 52 Vanderbilt Ave.



GREENVILLE, S. C.

Telephone: CEdar 3-4011

BEATTIE BONDED WAREHOUSE CO.

101 Mayberry St., Box 911, Greenville, S. C.

EXPANDING FACILITIES

OFFER CUSTOMIZED SERVICE

General Merchandise Storage—Drayage
Distribution—Pool Car Handling—Truck Docks
3 Car Siding—Modern Sprinklered Buildings
Office Space Available

CHATTANOOGA, TENN.

Telephone: AMherst 7-5611

Chattanooga Warehouse & Cold Storage Co.

1300 Block, Market St., Chattanooga 2, Tenn.

Merchandise and Cold Storage

Pool Car Distribution—In-Transit Storage

Member of AWA—American Chain of Warehouses

For Shippers' Convenience, States, Cities

MEMPHIS, TENN.

JOHN T. MAYER WAREHOUSE & TERMINAL, INC.

1157 TERMINAL

Call 39-2451 or 35-7007

BONDED WAREHOUSE

MODERN ONE STORY—SPRINKLERED

COMPLETELY MECHANIZED

• AUTOMOBILE • APPLIANCE • HEAVY EQUIPMENT

POOL CAR DISTRIBUTION & STORAGE IN TRANSIT

Located on the Frisco-Illinois Central & Missouri Pacific & L&N

with Reciprocal Switching

MEMPHIS, TENN.

COMPLETE WAREHOUSE FACILITIES

for the proper Storage and Distribution of your Merchandise in the Memphis trade area.

POOL CAR DISTRIBUTION

We invite your Inquiries

CHICAGO OFFICE, 53 W. Jackson Blvd.

NEW YORK OFFICE, 250 Park Avenue



MIDWEST TERMINAL WAREHOUSE CO.

61 West Georgia Avenue, Memphis 5, Tenn.

Owned and Operated by the ST. LOUIS TERMINAL WAREHOUSE CO., ST. LOUIS, MO.

MEMPHIS, TENN.

W. H. DEARING, President

POSTON WAREHOUSES, INC.

Established 1894

671 to 679 South Main St., Memphis 2

Insurance Rate \$1.20 per \$1,000 per Annum. Distribution a Specialty. Merchandise storage, dependable service, free switching. Local cartage delivery. Illinois Central and Cotton Belt Railway tracks. Automatic Sprinkler. ADT watchmen.

MEMPHIS, TENN.

VAIDEN WAREHOUSE

693-699 So. Main St., Memphis 2, Tenn.

Merchandise Storage

Brick. Concrete. Sprinklered Warehouse. ADT Automatic fire alarm. Private siding: Ill. Central, B&O & S.W. R.R. Consign shipments via any R.R. Pool car distribution. Branch office facilities.

Member Southeastern Assn.

NASHVILLE, TENN.

MERCHANDISE WAREHOUSING POOL CAR DISTRIBUTION

SINGLE STORY OPERATION

FULLY MECHANIZED

SPRINKLER & ADT PROTECTION

LOW INSURANCE RATES



Members of

American Chain of Warehouses Inc., American Warehousemen's Association, Southeastern Warehousemen's Association, National Furniture Warehousemen's Association, Allied Van Lines, Inc.

BOND CHADWELL CO.

Alpine 5-2738

Teletype NY 364

NASHVILLE 1, TENN.

NASHVILLE, TENN.

2605 Charlotte Ave., Nashville 1

Central Van & Storage Co.

MERCANTILE AND HOUSEHOLD STORAGE

WAREHOUSE STOCK and POOL CAR DISTRIBUTION

Automatic Sprinkler System—Centrally Located

and Firms are Arranged Alphabetically

5216 N. Westmoreland Ave.
Dallas 7, Texas

Branch Offices
Abilene, Arlington,
Lubbock, Midland,
Odessa, San Angelo

moving • packing • storing
merchandise & commercial
storage and distribution

Mayflower
WAREHOUSES

GREAT SOUTHWEST WAREHOUSES, INC.
NEWEST AND MOST MODERN WAREHOUSING-
DISTRIBUTION COMPLEX IN THE SOUTHWEST

INTERSTATE-TRINITY
WAREHOUSE DIVISION
301 North Market Street
Dallas, Texas

FACILITIES: 500,000 sq. ft.,
328,000 sq. ft. Fireproof construction.
ADT sprinkler system, watch-
man, Santa Fe siding. Low insur-
ance.

FACILITIES: Property leased; 200,000 sq.
ft. Fireproof construction, sprinkler, watch-
man, ADT. Low insurance. On M-K-T 9
cars. Free switching. Sheltered motor
docks.

DALLAS TRANSFER & TERMINAL
WAREHOUSE DIVISION
2nd Unit, Santa Fe Building
Dallas, Texas

FACILITIES: 200,000 sq. ft. single-story,
18 ft. stacks. Fireproof construction, sprin-
kler, watchman, rodent-vermin weekly in-
spection, all modern mechanized system.

ARLINGTON WAREHOUSE
FACILITY
GSC Industrial District
Arlington, Texas

SERVICES: All GSW. State bonded. Pool car. Storage and office space for lease.
Cartage service. Complete merchandise service and traffic supervision. Daily receipts
and shipment reports. Monthly inventory. Office and display space. Household goods
storage.

REPRESENTED BY: American Chain of Warehouses & Allied Distribution, Inc.
MEMBER: A.W.A., N.F.W.A., S.W.W., and T.A. **AGENT:** Allied Van Lines.

EL PASO, TEXAS

EL PASO TERMINAL WAREHOUSES, INC.



A COMPLETE SERVICE IN
MERCHANDISE STORAGE AND
DISTRIBUTION SINCE 1911

NORMAN W. NABLO
Pres. & Gen. Manager
421 Frederick St.



EL PASO, TEXAS

Telephone: KEystone 2-1431

"BANKERS OF MERCHANDISE"—"SERVICE WITH SECURITY"

WESTERN WAREHOUSES
1701 Bassett, El Paso, Texas

Lowest Content Insurance Rate

Storage of Household Goods & Merchandise, State Bonded. Private
Trackage—T. & P. and So. Pac. Rys. Pool Car Distribution—Motor
Truck Service. Agent for Lyon Van Lines. Represented by Allied
Distribution, Inc., Chicago, Ill., & New York, N. Y.

FORT WORTH, TEXAS

In Fort Worth It's Binyon-O'Keefe

MERCHANDISE STORING—POOL CAR DISTRIBUTION
Our modern Centrally located warehouse is completely equipped to serve
you with over 200,000 sq. ft. of merchandise and household storage space
MOVING—STORAGE—PACKING—SHIPPING



Since **BINYON-O'KEEFE** Since
1875 **STORAGE CO.** 1875

800 Calhoun St., Fort Worth 1
Associated with Distribution Service, Inc.



HOUSTON, TEXAS

"Service with Reliance"

AMERICAN WAREHOUSES, INC.

P. O. Box 1772 • 1918 Collingsworth • Phone: CApital 8-6381 • TWX: HO 389
300,000 Square Feet — One Floor — Car Level — Fully Sprinklered — A.D.T.

- NEW YORK Rep. D'Atton, Johnson & Seifert—Murray Hill 7-4975
- CHICAGO Rep. — M. H. Finger — Canal 6-3544
- LOS ANGELES Rep. — R. J. Jones — Madison 2-4594

HOUSTON, TEXAS

New Location—Improved Facilities

BETTER WAREHOUSING IN HOUSTON

Our new warehouse is 800 feet long by 250 feet wide with car spot on
the Mo. Pac. R.R. for 20 cars at one time. Plenty of truck dock space
with wide area to maneuver trucks and trailers.

This modern one-story property with high ceilings and unlimited floor
load capacity is fully equipped with modern materials handling apparatus.

HOUSTON CENTRAL WAREHOUSE AND COLD STORAGE CO.

800 Middle Street

CHICAGO •
801 E. WISCONSIN AVE.
MILWAUKEE 1-1917

ALLIED DISTRIBUTION INC.
SALT LAKE CITY

NEW YORK •
11 WEST 40TH ST.
NEW YORK 18

HOUSTON, TEXAS

Houston Terminal Warehouse & Cold Storage Company

701 No. SAN JACINTO ST., HOUSTON 2

General Storage Cold Storage U. S. Customs Bonded
A. D. T. Service Pool Car Distribution
Office Space Display Space Parking Space
Lowest Insurance Rate

New York Representative
Phone YUKon 6-7722

Chicago Representative
Phone HARRison 7-3688

*In
Houston
It's ...*

HOUSTON Warehouse Service
INCORPORATED
905 Live Oak Street
And For Pool Car Distribution
HOUSTON Freight Service
INCORPORATED
2121 Congress Avenue
A COMPLETE WAREHOUSE & DISTRIBUTION SERVICE

HOUSTON, TEXAS

MERCHANDISE DISTRIBUTION

Commercial Storage

BONDED

Office Space — Parking Space

T.P.C. STORAGE & TRANSFER CO., Inc.
2301 Commerce Ave. Houston 2, Texas
32 Years Warehousing Experience

HOUSTON, TEXAS

A. C. "SPARK" CARTER
Owner & Manager

TEXAS SERVICE WAREHOUSE COMPANY

702 & 710 Pine Street

Private Rail Sidings — All Houston Railroads
General Merchandise — Storage and Distribution
Sprinklered Throughout A.D.T. Supervisory Service

HOUSTON, TEXAS

UNION TRANSFER & STORAGE COMPANY

HOUSTON MERCHANDISE MART

2202 Nance Street P. O. Box 305



SPRINKLERED THROUGHOUT—SUPERVISED BY A.D.T.
MOST MODERN FACILITIES IN SOUTHWEST
OFFICES YEAR AROUND AIR CONDITIONED
MERCHANDISE STORAGE EXCLUSIVELY
A FISHER G. DORSEY INTEREST

HOUSTON, TEXAS

UNIVERSAL TERMINAL WAREHOUSE CO.

1002-1008 Washington Ave., Houston
Phone: CA 7-2381 TWX-HO 871

Merchandise Storage—Pool Car Distribution—Drayage Service
A.D.T. Central Station Automatic Supervisory
Sprinkler, Waterflow, and Fire Alarm Service
Watchman, U. S. Customs Bonded, Office Space

Represented in all principal cities by
UNIVERSAL CARLOADING & DISTRIBUTING COMPANY
Division of UNITED STATES FREIGHT CO.
Number: AWA—GWATA

HOUSTON, TEXAS

Member: A.W.A.—S.W.W.A.—N.W.A.

WALD TERMINAL WAREHOUSE CO., Inc.

3 Bonded Warehouses — 175,000 Sq. Ft.
902-920 Live Oak St., Houston 1, Texas
Established 1914



MERCHANDISE STORAGE • POOL CAR DISTRIBUTION
Represented by: Distribution Service, Inc.
New York—Chicago—San Francisco
EXPERIENCE • SERVICE • RESPONSIBILITY

SALT LAKE CITY, UTAH

Distributors of Furniture &
Appliances Exclusively

NOYCE TRANSFER CO.

736 West 3rd South, Salt Lake City, Utah
We don't want ALL the carload distribution
JUST YOUR'S

SALT LAKE CITY, UTAH

Your Gateway West

Warehouse Distribute Transload with REDMAN

1. Fully trained personnel
2. 90,000 feet, D&RGW Salt Lake City, 10 car, 8 truck spots.
3. 35,000 feet household goods storage, suburban Salt Lake City - Agent, Bekins Van Lines
4. 15,000 feet Ogden, U.P., 4 car, 3 truck spots
5. Flexible operation geared to you.
6. Local cartage and pool car distribution.
7. Members AWA, NFWA, Utah Warehousemen's Association, Utah Motor Transport Association
8. Favorable Personal Property Tax rates in Utah.

REDMAN Van and Storage Co.

106 South 4th West • Salt Lake City, Utah
175 West 36th Street • Ogden, Utah
Phone UA 8-8581 Teletype No. SU41

NORFOLK, VA.

Security Storage and Van Co.

500-530 FRONT STREET

COLLECTIONS • POOL CARS • DISTRIBUTION
MOTOR VAN AND LIFT VAN SERVICE

Member - Nat'l. F.W.A. Allied Van Lines

NORFOLK, VA.

Established 1892

Phone: MADison 5-6561

Southgate Terminal Warehouse Co.

P. O. Box 840



MERCHANDISE STORAGE

- Fully Mechanical and Palletized
- Pool Car Distribution
- Custom Bonded Space
- Centrally Located
- Private Trackage
- Local Truck Delivery Service
- Negotiable Receipts

New York Representative:
John W. Terreforte,
250 Park Ave.
Phone YUkon 6-7722

Chicago Representative:
Henry Becker,
53 West Jackson Blvd.
Phone HARRison 7-3698

SEATTLE, WASH.

PACIFIC NATIONAL WAREHOUSES IN:

Tacoma	Portland
Seattle	Medford
Spokane	Eugene
Boite	Reno
Honolulu	Vancouver
Oakland	San Francisco

Division of Pacific National Warehouses, Inc.

SEATTLE

TRANSFER & STORAGE CO.

2 HANFORD STREET

LLOYD TRANSFER CO. STANDARD WAREHOUSE CO., INC.
Pool Car Division Storage Division

TOC Convention

(Continued from Page 55)

training is up to the operations executives. They should work up a training program that includes everybody from dock supervisors to truck drivers.

"Such a program," continued Bray, "need not be difficult or complicated. The basic elements are: Tell him; show him. Of course, to be successful this must be a never-ending job."

Transportation Act

Tuesday's luncheon speaker expressed alarm and reported grave consequences resulting from the 1958 Transportation Act. Guy B. Perry, general manager of the Houston Port Bureau, said this amended law "literally promoted conflict" and spurred a "price war" among the various forms of transportation.

"I am alarmed by the continued advocacy of the principle of 'survival of the strong' as a solution of our present regulatory muddle. We are not going to find ourselves with a strong survivor.

"I have no cause to believe that the public interest is best served through selective rate cutting designed to divert traffic between common carrier agencies, and hold

that the public is more often victim than beneficiary under the procedure. It is my opinion that a firm, well-related rate structure accomplishes far more in orderly marketing arrangements than does a structure shaped through the compulsion of carrier competition."

TOC members and guests assembled for the Awards Luncheon. The speaker was Welby M. Frantz, president, ATA, and executive vice president, Eastern Express, Inc., Terre Haute, Ind. He challenged the "contention of the railroads that their industry is headed for financial disaster unless given authority to move wholesale into the trucking industry.

"They know, and so does everyone who has taken the trouble to look into the problem, that their main trouble is their passenger deficits. Some may need relief there—but not at the expense of the independent motor carriers and the shipping public."

Frantz then pointed out that the railroads' financial problem would not be solved by their entry into the trucking business solely for the revenues available. To support this premise, he said, "If the railroads had been able to get all the freight carried by the 3100 largest trucking companies in 1958, they would have increased their net income before taxes by about \$135 million.

"If this income had been distributed among the 110, or so, railroads, they would have averaged a little more than \$1.2 million apiece. But their passenger deficit that same year totaled \$610 million. This is nearly five times the theoretical profit the railroads might have realized if they had all the trucking business."

In conclusion, Frantz urged the railroads to cooperate voluntarily with existing motor carriers in the exchange of freight, instead of trying to take over the independent trucking industry. Through such cooperation, he said, "all forms of transport can work together to the benefit of the shipper, the consignee, and the general public."

After his address, Frantz presented awards to five officers and members of The Operations Council for their work in behalf of the Council during 1959. The recipients were: Council Chairman Claude Wells, vice president—operations, and R. J. Ehrhardt, director of industrial relations, both of McLean Trucking Co., Winston-Salem, N. C.; C. L. Lunt, vice president—research, Spector Freight System, Inc., Chicago; Dave D. Padgett, vice president—operations, Yellow Transit Freight Lines, Inc., Kansas City, Mo.; and Henry Lill, terminal manager, Ryder System, TSC Division, Houston. ●

(Resume Reading on Page 58)

and Firms are Arranged Alphabetically

SEATTLE, WASH.

**TAYLOR-EDWARDS
WAREHOUSE & TRANSFER CO., INC.**
1020 Fourth Avenue South Seattle 4
WAREHOUSING • DISTRIBUTION • TRUCKING
Represented By
DISTRIBUTION SERVICE, INC.
New York—Chicago—San Francisco

SPOKANE, WASH.

**TAYLOR-EDWARDS
WAREHOUSE & TRANSFER CO., INC.**
800 N. Hamilton St. Spokane 11
WAREHOUSING • DISTRIBUTION • TRUCKING
Represented By
DISTRIBUTION SERVICE, INC.
New York—Chicago—San Francisco

HUNTINGTON, W. VA.

Telephone: JACKSON 5-1242

SERVICE WAREHOUSE CORP.
550 27th St. Huntington, W. Va.
Merchandise Storage

Modern, one-story Concrete and Masonry building—73,000 sq. ft. Sprinklered. Private siding 10 car cap. A modern transit storage distribution center.
Represented by Associated Warehouses, Inc., N. Y. & Chicago



GREEN BAY, WIS.

ESTABLISHED 1903

LEIGHT TRANSFER & STORAGE CO.

1401-55 S. STATE ST. • GREEN BAY • WIS. •



Merchandise Storage
Pool Car Distribution
Transit Storage
Household Goods Storage
Heated—Unheated—Yard
Storage
Waterfront Facilities
Stevedore Services

U. S. Customs, State and
Public Bonded
70 Car Track Capacity
Modern Handling Equip-
ment
Private Siding on CANW
CMSIP&P, GB&W Lines
Reciprocal Switching all
lines



Complete local and over-the-road truck services with 70 units of all types of equipment, including low-bed trailers, winches and cranes.

AERO-MAYFLOWER MOVING AND STORAGE

MADISON, WIS.

2302 Darwin Road
Phone Cherry 4-6255

HANSEN STORAGE

OF MADISON, INC.

MODERN ONE STORY OPERATION

MILWAUKEE, WIS.

Private Phone: BRoadway 1-8930

AMERICAN WAREHOUSE CO.

General Office—525 E. Chicago St.



3 Clean Well-Equipped Warehouses
Pool Car/Truck Distribution Specialists

Customer Preference—Our Best Reference
Private Siding: C & NW Ry.
3rd Ward Dist.



MILWAUKEE, WIS.

—Phone BRoadway 1-7091

TERMINAL STORAGE CO.

100-112 W. Seeboth St.
Milwaukee 4, Wisconsin

Cooler, Freezer and General Merchandising Storage
Deep Water Dock, Private Siding
on C.M.S.T.P. & P.R.R.

**HANSEN
STORAGE CO.**
124 N. JEFFERSON ST.
MILWAUKEE, WIS.
**WISCONSIN'S
LARGEST AND
MOST MODERN**
AFFILIATE — HANSEN STORAGE OF MADISON INC.

National Warehouse Corp.

MILWAUKEE'S FINEST



A SOLID BLOCK OF
RESPONSIBLE WAREHOUSING

ALSO LEASE RENTALS OF
WHOLE BLDGS. OR PARTS
SO. WATER & E. BRUCE STREETS

TORONTO, ONT.

Established 1913

TORONTO'S LARGEST

Merchandise Storage and Distribution Specialists



HOWELL WAREHOUSES LIMITED

Head Office: 156 FRONT ST. WEST, TORONTO, CANADA

Telephone: EMpire 4-0111

Member of Canadian Warehousemen's Association
Represented by Allied Distribution, Inc.—Chicago, Ill., & New York, N. Y.

TORONTO, ONTARIO

TERMINAL WAREHOUSES LIMITED

1,000,000 Square Feet

Merchandise Storage

Refrigerated Storage
Office Space
Stevedoring
Rail Sidings
Fireproof

Field Warehousing
Cargoes

Free Switching
Lowest Insurance

207 Queen's Quay - EM: 3-3411



TORONTO, ONT.

ENQUIRIES INVITED

TORONTO STORAGE CO. LIMITED

(Established 1916)

2/16 Berkeley St.

Toronto 2, Ont.

General Merchandise—Bonded & Free

1,500,000 cubic feet. Sprinklered.

Private Siding. Efficient Loading Facilities

Company Owned Trucks.

Members of Canadian Warehousemen's Association.

"Our Clients do the selling—we do the rest."

MONTREAL, QUE.

St. Lawrence Warehouse Inc.

8-VAN HORNE AVENUE, MONTREAL, CANADA

200,000 SQ. FT. OF MODERN FIREPROOF SPACE LOCATED

IN THE EXACT CENTER OF THE CITY OF MONTREAL

Canadian Customs Bonded. Private Siding — 8 Car

Capacity — Free Switching — All Railroad Connections

Represented by

ALLIED DISTRIBUTION, INC.

CHICAGO, ILL. NEW YORK, N. Y.



Index of 1960 General Advertisers

A	
Acme Steel Company	36-37
Alitalia Airfreight	
Allis-Chalmers	Second Cover
American District Telegraph Co.	79
American Trucking Associations Inc.	18
American Warehousemen's Assn., Mdse. Div.	81
Atlas Van-Lines, Inc.	12
Automatic Transportation Co.	
	II & Back Cover

B	
Baltimore & Ohio Railroad	24
Burlington Lines	
Butler Manufacturing Co.	

C	
C & D Batteries, Inc.	
Chesapeake and Ohio Railway	
Chicago Express, Inc.	78
Chicago, Rock Island & Pacific Railway Co.	38
Clark Equipment Co., Ind. Truck Div.	17
Calson Corporation, The	
Consolidated Freightways	31
Continental Airlines	21
Cooper-Jarrett, Inc.	80
Crooks Terminal Whses, Inc.	22

D	
Delta Air Lines	82
Denver Chicago Trucking Co., Inc.	
	II4 & Third Cover
Dodge Div., Chrysler Corp.	

E	
Eastern Express, Inc.	19
East Texas Motor Freight	
Elwell-Parker Electric Co.	83
Exide Industrial Div.—The Electric Storage Battery Co.	

F	
Federal Barge Lines, Inc.	30
Firestone Industrial Products Co.	
Freightliner Corp.	75
Frisco Railway	32

G	
Global Van Lines, Inc.	
Goodrich Tire Co., B. F. Div. of B. F. Goodrich Co.	
Gordons Transports, Inc.	
Gould-National Batteries, Inc.	15
Great Northern Railway	29
Greyhound Package Express	

H	
Hertz Systems, Inc.	6
Highway Trailer Co.	
Hyster Company	27
I	
Illinois Central Railroad	13

K	
Kelley Company, Inc.	
L	
Lansing Company	77
Lewis-Shepard	84
Lift Trucks, Inc.	78
Link-Belt Company	33

M	
Mack Trucks, Inc.	14
Magline Inc.	
Magnesium Co. of America	82
McLean Trucking Company	34
Milwaukee Road	
Monarch Rubber Co.	77
Moto-Truc Co., The	

N	
National Truck Leasing System	85
National Van Lines, Inc.	
New York Central Railroad	
Nickel Plate Road	
Northern Pacific Railway	
Norwalk Truck Lines, Inc.	26

P	
Pacific Intermountain Express	
Pacific Transducer Corp.	76
Pan American World Airways	1
Portland Public Docks	76
Pullman-Standard Div. of Pullman, Inc.	28

R	
Raymond Corporation	75
Remington Rand Div. of Sperry Rand Corp.	25
Ryder Truck Rental, Inc.	

S	
St. Louis Southwestern Rwy. Lines	83
Santa Fe Railway	79
Seaboard Air Line Railroad	4
Southern Pacific Co.	
Spector Freight System Inc.	2
Stokvis Multiton Corp.	

T	
T.I.M.E., Incorporated	10
Towmotor Corporation	5
Trailmobile Inc.	28
Transport Leasing Co.	28
Trans World Airlines	

U	
Union Asbestos & Rubber Co. Mat. Hdlg. Div.	84
Union Pacific Railroad	85
United Air Lines	

W	
Watson Company, H. S.	81
Weyerhaeuser Co., Silvatek Div.	

Y	
Yale & Towne Mfg. Co. Yale Mats. Hdlg. Div.	56-57



*

PHONE

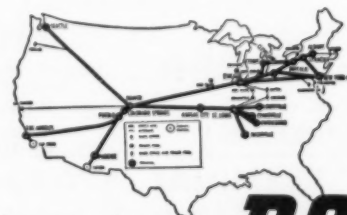
**the D-C terminal
nearest you for
PROMPT PICKUP...
PERFECT SHIPPING**

TERMINALS

Albany, New York	UN 9-8416
Buffalo, New York	RE 3910
Chicago, Illinois	LA 3-7440
Cleveland, Ohio	SH 9-1666
Colorado Springs, Colo.	ME 2-1486
Denver, Colorado	DU 8-4567
Detroit, Michigan	VI 3-9505
Evansville, Indiana	HA 3-6487
Kansas City, Missouri	HU 3-9343
Los Angeles, California	AN 8-8211
Louisville, Kentucky	ME 6-1361
Nashville, Tennessee	CH 2-5284
New York, New York	LO 4-3320
(North Bergen, N.J.)	UN 3-0900
Owensboro, Kentucky	MU 3-5363
Phoenix, Arizona	AL 8-5321
Pueblo, Colorado	LI 3-4425
St. Louis, Missouri	CH 1-7830
Seattle, Washington	MA 4-3850
Syracuse, New York	HA 2-5177

OFFLINE SALES OFFICES

Boston, Massachusetts	NO 7-3401R
	(Norwood, Mass.)
Cincinnati, Ohio	HU 1-8165
Dayton, Ohio	BA 2-5082
Milwaukee, Wisconsin	DI 2-4110
New York, New York	WI 7-6968
Philadelphia, Pa.	LO 4-1360
	(Springfield, Pa.)
Portland, Oregon	CA 2-4500
Rochester, New York	GL 3-7533
San Francisco, Calif.	UN 1-4331
South Bend, Indiana	CE 4-1393
Washington, D. C.	RA 6-6755

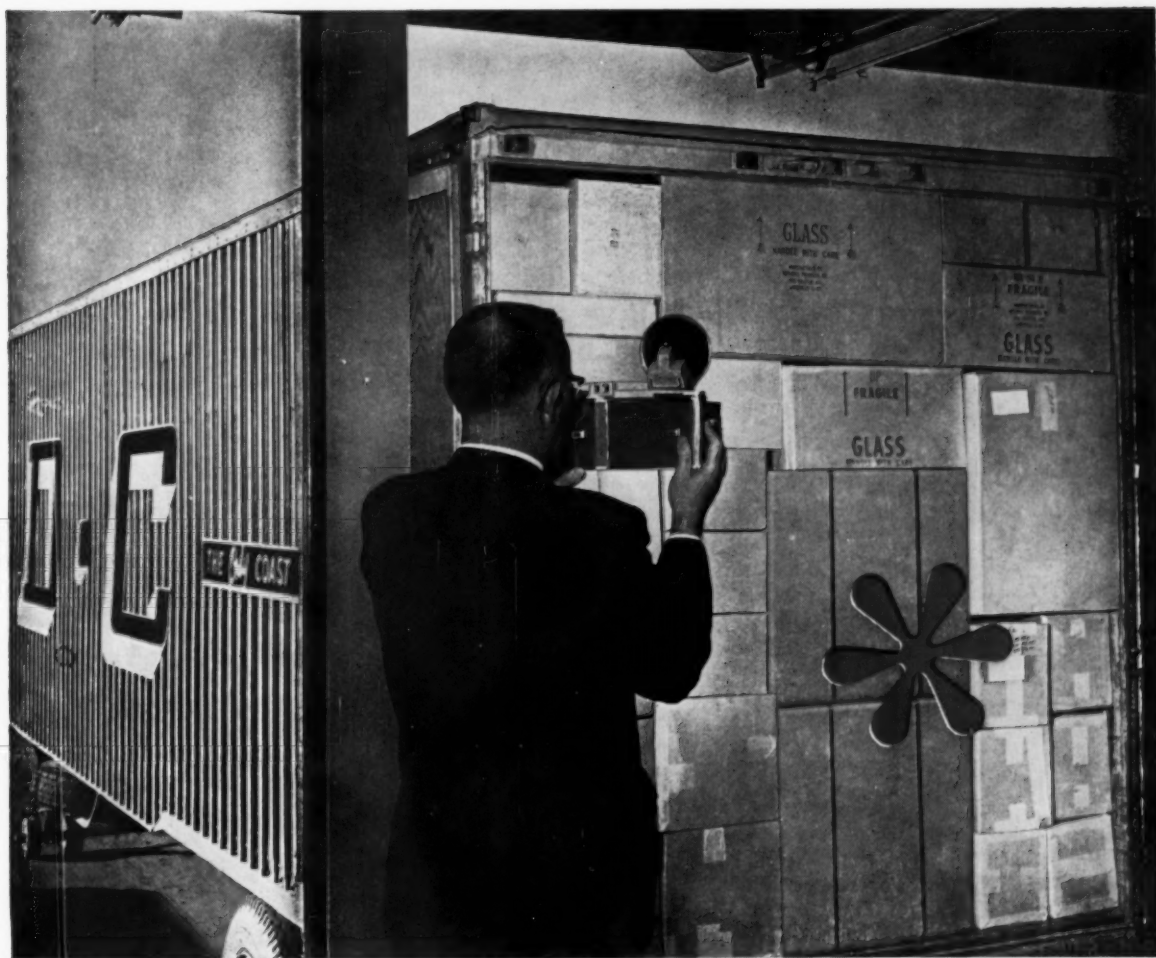


**DENVER CHICAGO
TRUCKING CO., Inc.**

D-C

The Only Direct Coast-to-Coast Carrier

For Warehouse Advertisers Index See Page 88



* SAFEGUARD to perfect shipping

Perfect shipping begins with proper loading. That's why we photograph your shipment before it leaves for its destination. A photographic record assures you, that from the very beginning, your shipment gets the careful attention it deserves while in our hands. Photos keep us on the alert . . . and study of them has helped us develop new and better handling and loading techniques. Here is just one example of the careful attention to detail that has earned for D-C an outstanding record for claim-free shipments. For the PERFECT SHIPPING you want, specify D-C—the Dependable Carrier!



THE ONLY DIRECT COAST-TO-COAST CARRIER

AUTOMATIC SLASHES GAS LIFT TRUCK OPERATING COSTS **3** WAYS



1 CUTS OUT-OF-POCKET COSTS

Savings up to 30% on fuel costs achieved through use of a simplified electric power train. New 3-way adjustable seat increases driver efficiency...reduces fatigue. Simplified balanced design saves on downtime.

2 CUTS MAINTENANCE COSTS

Hydraulic pump life increased by 50%. Oversize brakes last up to 30% longer and are adjustable without removing wheels. Advanced-design roller mounting increases life of uprights. No clutch or hydraulic torque converter to cause trouble.

3 INITIAL COST REDUCED

No longer a premium-priced truck, but priced competitively with trucks which use hydraulic torque converters.

LEARN MORE about how Automatic's gas-operated, electric-driven trucks can slash your operating costs. Available in capacities 3,000 to 10,000 lbs. with cushion tires, 3,000 to 8,000 lbs. with pneumatic tires. Write today.



AUTOMATIC TRANSPORTATION COMPANY
Division of The Yale & Towne Manufacturing Company
115 West 87th Street, Dept. H-O, Chicago 20, Ill.

**FIRST IN IMAGINATION
FIRST WITH REALITY**

**LEARN MORE ABOUT
AUTOMATIC'S COST-CUTTING
LIFT TRUCKS**

Please send me complete details about
Automatic Gas-Operated, Electric-Driven
Lift Trucks, in capacities
of _____ lbs. _____ lbs. _____ lbs.

NAME _____
FIRM _____
ADDRESS _____
CITY & ZONE _____ STATE _____

Circle No. 22 on Card, Facing Page 82, for more information

